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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Maple, Norway Variegated		B	W	B-W	B-W	
Maple, schwedleri	B	B	W	B-W	W	W
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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Couple of months ago, we began noodling with the problem of how to tell you about the New Rose Growers Handbook of 1961. Bigger problem than you might think. Can't just say, Hey, it's here! We thought about saying the New Rose Growers Handbook was a "thinking" retail nurseryman's Handbook, only we were afraid someone might think WE thought some nurserymen didn't think. And you can see where that might lead. Then we considered saying the New Rose Growers Handbook had a special binding of high porosity paper. Nothing came of it. Someone suggested we take a picture of a man wearing an eye patch holding a Rose Growers Handbook while seated behind the wheel of a Rolls Royce. Just didn't come across. Finally we hired a girl to go 'round the country as "Miss Howards of Hemet Rose Growers Handbook of 1961". Trouble was the ribbon had so many words on it by the time it was properly draped, you couldn't see the girl. We gave ourselves an A for Active effort. Now we want to give you an A for Act Now ... order. Check the Facts below.



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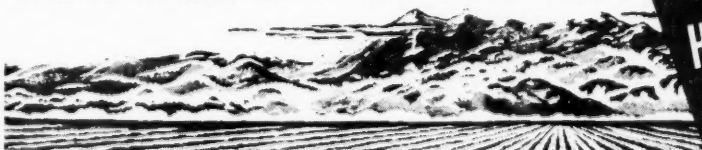
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Editorial

NEW MODELS

The crowds that attend the automobile shows at this time of year attest to the importance of new models as a stimulus to the competitive race among the motor car manufacturers. While not many enthusiasts go to the extreme of replacing their cars annually, the improvements in mechanical equipment and alterations in design give impetus to the desire to replace an otherwise satisfactory vehicle after a few years' use. Older cars rarely find difficulty in passing into the hands of other buyers, but the records of the automobile industry are based upon the sales of the new models.

In the nursery industry, those who supply orchardists and other commercial growers with fruit and nut trees, or berry-producing plants and vines, keep posted on the new varieties introduced by agricultural experiment stations and other hybridizers so that they may give their customers the latest and best in those lines. The annual catalogs of the nursery firms specializing in that field testify to the keen interest in and importance of new varieties.

In ornamental plants, also, there are constantly introduced new varieties, by hybridizers here and abroad, and sometimes new species discovered or developed by explorers and breeders. Probably these are of less interest to the great majority of gardeners than the considerable number of tried and trusted species and varieties grown by most nurserymen and offered at most garden centers, because they are well known and readily purchased by the public. As in automobiles, that larger part of the public consists of persons with limited pocketbooks, less critical taste and less knowledge about the products they are buying.

Among gardeners, however, experience with plants, coupled with greater interest and increased knowledge about them, is day by day add-

ing to the number of those seeking the new and better varieties. Inquiries made of retail nurserymen, garden centers and landscape firms indicate the rate of this developing interest. The mail-order firms in this field have long made use of novelties to attract buyers, who often purchase their ordinary requirements when buying the new things.

Experienced retail nurserymen are making use of the same interest by making displays or feature sales of newer or lesser-known varieties. To do so, they must first make tests of them as to their adaptability to the area, if that is not already known. It is as important to give the buyer a plant that will thrive as to offer him a novelty. Few gardeners wish to have to baby their plants, any more than the present-day motorists wish to take mechanical risks when driving a new car.

TELLING THE PUBLIC

Long before the approach of spring, plans must be started for the numerous projects in which nurserymen engage to interest the general public in planting and to convey more information on plants and their care. These projects include landscape clinics, demonstrations, flower shows and spring openings, whether they be of the open-house type or something else. These events do not just happen, nor do they come about by letting George do it. They necessitate much advance discussion, planning and actual work in preparation. The article in this issue on the procedure followed beforehand in the landscape clinics for which the state of Michigan has become famous will indicate some of the considerations involved. Most important is the fact that initial steps cannot be taken too early, particularly when the type of venture is new in the locality and a definite procedure has not been established for its preparation.

The attraction which these events have for the public and their success in enlarging interest in the plants nurserymen sell are obvious from the increasing number of them which nurserymen and their horticultural associates plan for the public each spring, including landscape clinics, lectures or stereopticon talks, pruning and planting demonstrations, nursery or greenhouse tours, open houses, spring "openings" of garden stores and kindred programs.

The Mirror of the Trade

ELECTION RETURNS

The recent presidential election has shown, more than any other election for many years, how small may be the number of votes which will decide so important an event. Less than one vote per precinct would have made the difference in some states. Hence it is obvious why those who seek office attach so much importance to handshakings, personal greetings and other day-to-day friendly contacts with the voters, as well as the campaign discussions of the large issues before the electorate. Although we may joke about the political glad-hand, there is no question that it has an effect.

Just as important, though all persons in business do not realize it, are the little gestures of friendship and the everyday courtesies which may be shown to customers and prospective buyers. The telephone operator's voice with a smile, the receptionist's characteristic courtesies and the salesman's friendly approach are not necessarily the inherent virtues of these people, but are the result of selection of personnel or training by employers seeking an effective way to increase business.

The retail nurseryman who relies upon the quality of his merchandise and the superiority of his stock to win buyers is akin to the politician who stands upon the large principles and issues of his party platform to sway the election. Both find, however, that friendly contact with the public and courtesy in the everyday approach are valuable aids in achieving their goals.

DWARF CONIFERS

What is termed perhaps the most remarkable collection of dwarf and slow-growing conifers in the United States was described in the lead article in the October quarterly issue of the National Horticultural magazine, published by the American Horticultural Society. It is a collection of nearly 600 kinds, all hardy, in the garden of William T. Gotelli, of one and one-half acres, at 66 Crest drive, South Orange, N. J.

His hobby of gardening, initiated nearly 20 years ago, led him to become a collector and a specialist in growing true dwarfs and slow-growing varieties, collected from all over the world. The 21 photographic illustrations of some of these rare varieties which accompany the article are remarkably good, also.

Holly Society Meets on Cape Cod

Talk on Landscape Use of Hollies and Growers' Panel are Featured on Program

By Harry W. Dengler

Two beautifully crisp and sunny fall days lent additional appeal to the program of the 29th meeting of Holly Society of America, Inc., on Cape Cod. Headquarters for the November 3 and 4 affair was the Parish Hall of St. Barnabas Episcopal church, Falmouth, Mass., with members lodging in the numerous inns and motels nearby. A total of 150 persons from many states, including distant Oregon, were in attendance.

The Thursday morning, November 3, program was of an informal nature, consisting of registration, a sightseeing tour of the upper cape region and a visit to the Lowell holly reservation, Mashpee, Mass. The latter area comprises 130 acres of woodlands, a lake and a cranberry bog, with between 500 and 600 American hollies of varying sizes and ages—all native—well interspersed among wild blueberries and azaleas in a forest of beech, oak and pine.

The entire tract is completely natural with the exception of plantings of mountain laurel and rhododendrons made many years ago in protected areas. These have flourished, some plants being as high as 20 feet, and make a superb show when in full flower.

At the same time the trustees held their semiannual meeting, with the society's president, Dr. William E. Snyder, department of ornamental horticulture, Rutgers University, New Brunswick, N. J., presiding.

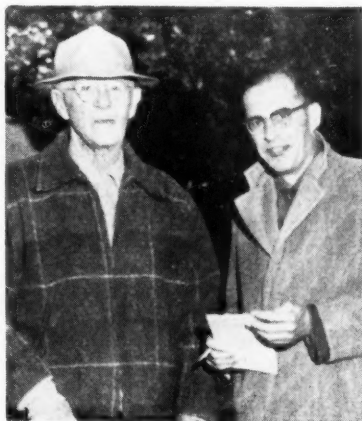
Approved as tentative locations for future meets were Asheville, N. C.; Williamsburg, Va.; Millville, N. J.; the University of Maryland, College Park, Md., and the United States National Arboretum, Washington, D. C. The trustees authorized the registration committee to revise the society's Holly Check List and to make provisions for adding yearly supplements as new hollies are named and approved by this group.

Secretary-treasurer Charles A. Young, Jr., city forester, Baltimore, Md., reported that the society had a total of 1,037 paid-up members as of October 1, 1960. Newly elected trustees were Edgar S. Diehl, Native American Holly Farms, Manheim, Pa.; Daniel G. Fenton, New Jersey Silica Sand Co., Millville, N. J.; and Byam K. Stevens, Holly Hedge Nursery, Centerville, Md.

Thursday afternoon's program

consisted of informal tours to areas of interest to holly growers on the cape. These included visits to Wilfrid Wheeler's Ashumet Farm, Falmouth, where Mr. Wheeler has been growing and evaluating hollies for 35 years. Here were superb specimens of American hollies discovered and named by Mr. Wheeler.

A special treat was the visit to the G. G. Whitney Estate, Woods Hole, to see some of the larger and older English hollies in the New England area. Several of these were excellent specimens despite the rigors of the Cape Cod climate and damage by several hurricanes. Also visited was



Wilfred Wheeler, left, was host to members of the Holly Society of America who visited his Ashumet Farm during the society's recent meeting. He is shown with Harry W. Dengler, University of Maryland.

Holly Acres, West Falmouth, the nursery, display grounds and orchard of Mr. and Mrs. Josiah K. Lilly III. Viewed was a good variety of locally suitable American and English hollies of varying sizes and ages.

Late in the afternoon the group reassembled at St. Barnabas Episcopal church for a period of socializing and an evening banquet. The informal session that followed consisted of the traditional auction for the benefit of the research fund, with Dr. Ralph L. Dodge, Sassafras Farm, Cecilton, Md., chairman of the society's research committee, as auctioneer. A total of \$425 was raised.

The Friday, November 4, program began with a gracious welcome to Cape Cod by Milford R. Lawrence, president, H. V. Lawrence, Inc.,

nurserymen and florists, Falmouth, Mass. This was followed by a brief business meeting with President William E. Snyder presiding.

Plan Nomenclature Circular

Dr. Snyder announced that a circular was to be prepared that would carefully explain the rules of nomenclature to be followed in naming new holly varieties. Registration of a new cultivar with the society, he said, is not the same as patenting the plant but does give the registrant the sole and exclusive right to the use of that name. He expressed the hope that all developers of new hollies will register their plants with the Holly Society of America in order that further confusion of holly names can be eliminated.

During the period devoted to committee reports, Vice-president Richard M. Wyman, Sr., Wyman's Framingham Nurseries, Inc., Framingham, Mass., presented the latest information on an American holly disease discovered several years ago on Nantucket island.

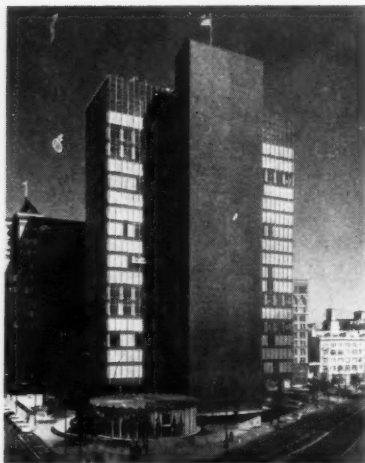
It starts, he said, as discoloration at the base of the leaves on the new growth, appearing as a tiny inky black spot with a grayish halo and increasing to the size of a dime. The discoloration moves down to the twig, which blackens and dies. So far it has been found only on American holly, and efforts to inoculate English hollies with it have not been successful.

The so-called disease gives no indication of spreading, and the Nantucket nursery in which it was originally discovered is withholding sales of any planting stock until the matter is fully cleared up. It is possible, Mr. Wyman surmised, that the condition is the result of overfertilization rather than a fungus disease.

After the business session, Vice-president Wyman presided throughout the day in his capacity as chairman of the society's meetings committee. First formal speaker on the program was Wilfred Wheeler, Ashumet Farm, Falmouth, who discussed his experiences of 35 years in discovering and growing holly.

Mr. Wheeler, the first commissioner of agriculture of Massachusetts, first became interested in holly in

[Continued on page 101]



The new Crown Zellerbach building rises from a landscaped triangular plaza in downtown San Francisco, Calif.



Trees in grated wells add softness to a paved area surfaced with Mexican cobblestones and blue slate.



Specimen trees and ground covers are planted on the slopes bordering the plaza, which is below street level.

Plaza Planting for New Frisco Tower

By Richard B. Kilner

In the nursery industry of today, one is no longer surprised to hear of a new factory or office building devoting some area to planting—unless the building happens to be located in the heart of a crowded, bustling city like San Francisco. In this city, bounded on three sides by water and on the fourth by another city, space is not abundant; the business population has been increasing steadily since 1950, and new construction in the downtown area has reached boom proportions.

Under these circumstances it is remarkable to note that the concrete canyons of San Francisco's financial district are being beautified with gardens, terraces and other plantings, incorporated into the design of such structures as the John Hancock and Bethlehem Steel buildings.

This recognition of the importance of the aesthetic effects of landscaping is most strongly attested by the new Crown Zellerbach building in the heart of downtown San Francisco. It is situated on a triangular plaza of one and one-third acres surrounded by Market, Bush and Sansome streets. However, the building itself occupies only one third of the property. In fact, at ground level it occupies almost none of its site, since it rests on stilts two stories high.

Multilevel Site

Lower than the surrounding streets on all three sides, the grounds of the building feature steps, slopes, paved surfaces, bridges and platforms, in

which imaginative use is made of teakwood railings, blue slate walks and Mexican cobblestone surfaces.

The building was designed by the firms Hertzka & Knowles and Skidmore, Owings & Merrill. The landscape firm of Watkin & Sibbald, San Anselmo, had to co-ordinate the planting with the construction of the building, because of the size of some of the trees. Timing was of the utmost importance, because some trees had to be put in before the paving was laid and some later. A 32-ton crane was used to drop the larger trees into prepared holes.

Just finding trees in the sizes specified by the designers proved a chore in itself, with several specimens being brought from Los Angeles. Included among many good-size trees planted were 40-foot magnolias and locusts.

Outside plantings include one *Robinia pseudoacacia* and one *Platanus occidentalis* from the California Nursery Co., Niles; three *malus* from Domoto Nursery, Hayward; one *Magnolia grandiflora* from Kaspar Burgi Co., Los Angeles, and from Mordigan Nurseries, Los Angeles, 11 *Olea europaea*, three *Quercus ilex* and three *Pinus pinea*.

Originally it was planned to carpet the unpaved sections of the grounds with turf grass, but the sloping areas involved dictated a change in favor of *Fragaria chiloensis* and *Hedera helix* ground covers. The over-all effect is that of a small, lush park. A newspaper editorial referred to "a small gem of a setting and a major

piece of landscape design that should be recognized as outstanding throughout the country."

The inside as well as the outside of the building is worth comment from a horticultural standpoint. Decorative Plant Rentals, Hayward, operated by Frank James, has contracted to supply and maintain the indoor planting, consisting of 427 plants which are serviced twice a week.

Interior Specimens

Under the guidance of Miss Helen Newbauer, an experienced landscape designer, the firm has provided many striking, pleasing effects. Though many might throw away a *Dracaena warneckii* when it became long and leggy, Decorative Plant Rentals has combined three in 10 and 12-inch pots and developed "architectural" plants, five to seven feet high. The company has trained *Aralia elegantissima* for like specific effects. Crown Zellerbach employees affectionately refer to the plant materials decorating the cafeteria as the "aisle of trees."

There is yet one more horticultural feature of the Crown Zellerbach plaza which is typical San Francisco—a sidewalk flower stand at the corner of Sansome and Market streets.

GRAND opening of the Burbank Nurseries, Burbank, Calif., was recently held by owner Wesley D. Koch.

Fall Season Variable for Wholesalers

Sales Firm in Some Areas; Weather, Spring Holdovers Cut Volume Elsewhere

Of the score of wholesale nurserymen whose reports on fall sales in all parts of the country are published in this issue, half indicate that the volume was about the same as last year's or a little better. The rest, largely in the east, indicated slight drops in the 1960 fall season. Differences either way were not marked, and there was considerable satisfaction expressed with the growing season. Dryness caused digging difficulties in a few areas.

Gains on the west coast were not described as quite so marked as in other years, but business there has been good, and shortages in some lines are developing. Better items, B&B stock and flowering and shade trees sold especially well.

Supplies of plants remaining in retailers' hands from spring were suggested as some reason for lighter fall purchases in several instances. The distractions of an election year were also mentioned as having unfavorable effect. "Cautious buying" is referred to, but there is consistent feeling that sales can be kept at a good level, despite recession trends, if there is adequate effort put on serving buyers well.

Evergreens and B&B stock generally were in demand. Landscape firms' requirements created the best market, as their planting activity continued good. Garden center and stand sales were lighter. There is general optimism concerning spring business, with close watching of trends stressed.

Erratic Season in the East

Fall business was off considerably at Hess' Nurseries, Wayne, N. J., in an erratic season outlined as follows by Hans Hess:

"The general picture of fall business in the eastern seaboard area shows an erratic pattern. There have been periods with a great deal of activity followed by periods of no sales whatsoever. This picture is the same in all phases of the wholesale business.

"Talking to other nurserymen, I find the general thought seems to be that this situation is due in part to the election year, in part to the unsettled world conditions and also to the somewhat unsettled economic situation at home.

"Nurserymen in our area having garden centers as part of their business have found the market extreme-

ly slow. On the other hand, their landscape departments have had a brisk fall.

"I feel that conditions in the east are due primarily to the period of adjustment through which we are passing, and, if it doesn't do anything else, it will certainly get us off of the seat of complacency, on which all of us seem to find ourselves when things run too smoothly.

"Our own business has fallen off considerably as compared with last fall's, but advance orders indicate that nurserymen can look for a good spring business."

Leftovers Stall N. Y. Orders

"The fall retail business will probably end up about even with last year's, which won't be too good, be-

cause last year was considerably below the 1958 level," writes C. H. Perkins, Jackson & Perkins Co., Newark, N. Y. "There has been nothing unusual about the season. It has been a wonderful rose year all over the country, and the weather this fall has been ideal for planting.

"At the wholesale end of our business, the picture is not so good. Too many of the dealers were left last season with too much stock on hand, and some have been trying to get rid of that before buying new stock. We look for the situation to be better in the spring, providing the weather does not go against us as it did last season."

Connecticut Season "Fair"

Charles S. Burr, C. R. Burr & Co., Inc., Manchester, Conn., comments on the past season's business as follows:

"Our observation has been that the fall, 1960, business was nothing startling, although, as usual, some of the better merchants had a fair season. We have noticed, however, a pickup in collection activities, which, of course, is welcome.

"Most seem to be optimistic about the spring, but there is some hesitancy about making commitments. Many think that with favorable weather next spring, there will be a pickup, resulting from the business that did not materialize last spring because of adverse weather conditions."

Philadelphia Finds Fall Favored

Fall business is increasing at Philadelphia, Pa., reports C. B. Staton, Possom Hollow Nurseries, Philadelphia, but it is taking good salesmanship to overcome buyers' caution this year and sales may be below the 1959 record. Planting conditions have been excellent, he adds; landscape men who had backlogs of orders are busy and the spring holds good promise for nurseries with specimen stock to offer

Late Rush in Maryland

With a late demand developing, C. Willard Stoner, Westminster Nurseries, looked to November to help make up for slow business during the dry months early in the season. He also notes the need for more realistic pricing in this letter from Westminster, Md.:

"Orders on hand and digging
[Continued on page 56]

NEW OREGON SECRETARY



The appointment of F. M. (Merv) Belknap, Portland, Ore., to the position of executive secretary of Oregon Association of Nurserymen, Inc., is announced by President Reed Vollstedt, Eugene. Mr. Belknap will succeed Charles H. Potter, Milwaukee, who has served the organization since 1956. Mr. Potter has announced his retirement from the position effective January 1, 1961.

A 1947 graduate of the University of Portland, Mr. Belknap is actively engaged in the garden supply-nursery industry of the Pacific northwest. He is editor of the Northwest Garden Supplier, monthly trade publication; business manager of the Commercial Review, which serves the Pacific coast feed, seed, fertilizer and grain industries, and has also been active in the planning and presentation of the Pacific northwest garden supply trade show. The association offices will be located at 702 Lewis building, Portland.



Interior of the 1960 Grand Rapids Nursery and Landscape Association Clinic

Stained structural timbers reduced the ceiling height, provided backdrop panel support and permitted dramatic lighting effects. Displays, exhibited below eye level, included accent trees and carried plant labels.

What "Cooks" with Landscape Clinics

By Joseph T. Cox

Extension Specialist in Landscape Architecture, Michigan State University, East Lansing, Mich.

Early planning has been one common characteristic of all highly successful landscape and garden clinics "cooked up" in Michigan. Choices of dates for the next event are a part of the recipe. They are being made more frequently at the post mortem or evaluation meeting. This is close on the heels of the clinic itself and is about as early as any committee can begin for the next year.

The one obstacle yet to be overcome by early planning is that of predicting weather conditions at clinic time. A "wintry clime" tends to prolong dormancy in gardening enthusiasm just as it does in spring orders for landscape material.

However, most clinics have been presented between March 1 and April 15. Northern areas, naturally, demand them a bit later. Apart from the calculated risk of weather, the fruits of advance planning can be nothing but favorable. Of primary importance in the planning of a live-wire clinic are good exhibits, a snappy program (short down-to-earth talks and demonstrations), comfortable surroundings and a drawing for door prizes to kindle suspense in every attendant.

Useful Twist to Exhibits

Good exhibits need to be related to what the potential attendant might do at home or at his place of business. Displays of landscape material are most effective when prepared by a well-trained landscape designer

and exhibited below eye level. They must be massive enough to exhibit skill in arranging impressive quantities of each recommended plant. An exception to this, of course, occurs in the case of accent shrubs or trees, which may be used singly. They serve the additional purpose of reminding the public to think of intermediate trees for their beautiful branching in an upper plane enjoyed to the fullest from window walls of the modern home.

Exhibitors should place themselves in the situation of the observer. Most amateurs do not recall the specific names of plants they aspire to own; consequently, labels on exhibited materials are of utmost importance if the public is to go home with useful information. It is not enough for exhibitors to know materials; simple, direct labels will be a time-saver in identifying each attractive plant for the viewers.

Make Programs Sparkle

Programwise the clinic can be kept sparkling by a director or master of ceremonies with a cheery personality and with a knack for guiding a group from one speaker or demonstration to another. Along with this ability usually goes a pleasant way of concluding a speaker's talk while interest is at a high pitch and before he has consumed time from the next presentation.

Sparkle in the program is evident as the promotional pieces come off

the press. Cover illustrations give the first impression, which is of great importance if the literature is mailed. In addition, they establish a level of quality, act as a preview and provide a ready reference for contact with exhibitors as the season advances.

Inside program information about timing and location of events must be concise but complete. The location and dates of the clinic should be clearly printed. Next, essentials should be clearly laid out in table form, showing the time covered by the schedule; time the doors are open, and then details of each presentation, i.e., the time (1:30-2:05), subject, speaker, room and the type of presentation (illustrated talk, demonstration, etc.). If the printed program is perplexing to the hosts of the clinic it will be impossible for the public to decipher. Complications arise when several presentations are in progress concurrently or when they are repeated in the evening or on following days.

Details Bring Impact

Contrary to the casual opinion, short well-organized talks and demonstrations frequently require more time in preparation than longer ones, but they are much more effective. This point should be stressed when speakers and demonstrators are obtained.

Status of the landscape and garden clinic will be built up significantly. [Concluded on page 38]

Management Sessions on Accounting

Practices and Problems Discussed at Sagamore and Arrowhead Conferences

DISCUSSION of "Accounting," as reported here, formed another major feature of the third annual management conference sponsored by the American Association of Nurserymen, in cooperation with Syracuse University, Syracuse, N. Y., held August 21 to 27 at the Sagamore conference center, near Raquette Lake, N. Y. A news report of this conference appeared in the September 15 issue of the American Nurseryman, and there were subsequent summaries of the discussions on "Finance," "Personnel" and "Marketing."

Walter G. Kell, chairman of the accounting department of Syracuse University, who lectured on the subject, first defined accounting as a means of telling a businessman where he has been and where he is going, financially. But it will not tell one all the final answers, because judgment and interpretation are also required.

The purposes of internal control in a business, Professor Kell said, are the following: (1) To safeguard assets, (2) to provide accuracy and reliability of accounting data, (3) to promote operational efficiency, (4) to encourage adherence to management policy, (5) to prevent fraud and errors and (6) to protect the integrity of employees.

The essential features of internal control are (1) clear establishment of responsibility; if shortages are apparent, one clerk should be named to act as cashier. A cash register can be purchased on which each employee can be required to use a different cash drawer

[Continued on page 95]

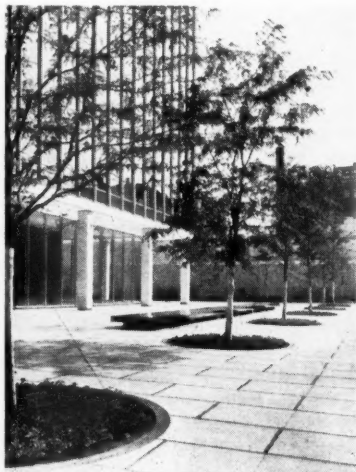
ACCOUNTING figures and terms came to life through a humorous, common-sense presentation by Dr. Ben Carson, head of the accounting department, University of California, Los Angeles, Calif., at the American Association of Nurserymen's management conference held at Lake Arrowhead, Calif., August 21 to 27. This report of the discussions on "Accounting" follows a general news report of the event in the September 15 issue of this magazine and subsequent accounts of the lectures and comments on "Finance," "Personnel" and "Management."

Far from being the mysterious or sterile subject that many consider it, accounting is actually the language of commerce and industry. Like most languages, it is more a body of conventions than a body of logic. Furthermore, while accounting is often thought to be exact to the penny, it cannot, even with machines, give the one right answer, such as the actual profit figure. This is because any accounting system is based upon certain policies and assumptions adopted to facilitate its separate operations, such as inventory valuation, depreciation, etc.

The major reasons for keeping accounts are to attempt to measure profit on a periodic basis and to help the management of a business increase profits. Therefore, accounting deals with information about the business. It tells results of operations for a period of time through the income statement and the financial position at a certain date through the balance sheet.

[Continued on page 73]

TWO AWARD WINNERS IN A. A. N. INDUSTRIAL LANDSCAPE CONTEST



Left, the new 15-story office building of the Libby-Owens-Ford Glass Co., Toledo, O., a 120-foot square building sheathed in glass, rises from a landscaped plaza twice its base dimensions. The plaza is planted on two sides with 12 *Gleditsia triacanthos*, 7 to 8-inch caliper, placed in planting wells having *Pachysandra terminalis* for ground cover. Along the wall on the south side that marks off the plaza from other structures is a bed 25x200 feet. The center of this area has a planting of eight *Gleditsia triacanthos*, with a cover of *pachysandra*. The rear of the bed has one row of *Cornus mas* and a second row of 18 *Viburnum prunifolium*. In front of the trees is a row of 200 *Euonymus alatus compactus*, fronted by *Vinca minor*. Skidmore-Owings & Merrill, New York city, were the landscape architects, and the contractor was the George T. Browning Co.

Right, the East Greenwich, R. I., office of the Rhode Island Hospital Trust Co., unique in comparison with the rest of the business area, has found favorable acceptance, with the landscape work playing an important part. The influence of this planting on future business developments in the area is anticipated to be considerable. An informal, natural effect was sought in the planting. While the lawn, hedge and evergreens receive constant maintenance, the rest of the landscape is permitted to flourish naturally. The only flowering plants are forsythias at the back of the building and daffodils in small beds at each end of the building front. Different shades of green, as shown by ivy, *pachysandra*, mountain laurel and varied trees, give the over-all effect. Robinson, Green & Beretta, Providence, were the landscape designers, with Forest Hills Nurseries, Inc., Cranston, the nursery.

Sorting the Woody Ornamentals

Widely Recognized as Most Graceful of Conifers, Hemlock Species Few

By Donald Wyman

Horticulturist, Arnold Arboretum

The hemlocks are, without doubt, the most graceful of all the conifers, and some have long been used in American ornamental plantings. There are about 10 species of *tsuga*, two in the eastern United States, two in the west, two in Japan, two in China, one in the Himalayas and one in Formosa. Not all are hardy within the more populated regions of the central and northern United States. Thriving in good soil that is slightly on the moist side, they are easily transplanted, easily sheared and have few if any diseases or insect pests.

Fortunately, American nurserymen are perfectly cognizant of the good points of the hemlocks, especially the two eastern species. The two western species cannot be grown in the eastern United States. Only one of the two Japanese species has merit as an ornamental, and the others are probably not sufficiently hardy to consider.

However, the false hemlock, or Douglas fir, *pseudotsuga*, certainly should be considered more than it is

at the moment, especially by growers east of the Rocky mountains. These trees have much merit, are densely pyramidal with gracefully pendulous forms and are thoroughly hardy if grown from the right stock.

Recommended Hemlocks

Following the name of each recommended species or variety appear its natural height at maturity expressed in feet, its hardiness zone, its place of origin and, in some cases, its common name. The hardiness zones are those given in the author's book, "Trees for American Gardens."

T. canadensis: 90, Z 4, eastern U. S., Canada hemlock—The most commonly planted of the hemlocks, popular over a wide area. Trees 200 and even 500 years old have been known. It is easily sheared into hedges and makes an extremely graceful evergreen hedge of value in almost any situation except city conditions. There are nearly 50 variants of this species known, probably because the tree is native over such a wide area and has been closely ob-



Cones of *Pseudotsuga Menziesii*

served by many people for more than a century. Among these variants are the following:

T. c. columnaris—Narrow columnar. I do not know where this is being grown today.

T. c. dawsoniana—Slow growing, compact, dark green; originated at Wellesley, Mass., about 1920; broader than high.

T. c. fastigiata—Slightly pyramidal. I do not know where this is being grown today.

T. c. globosa—Dense and rounded, as broad as high; named in 1887.

T. c. macrophylla—Originating in France before 1891, with leaves slightly longer and wider than the type.

T. c. pendula—Named the Sargent hemlock, this is the most popular variety of all. Twice as broad as high, flat-topped, with pendulous side branches; originally found near Beacon, N. Y., before 1870. Easily propagated by cuttings; a very graceful specimen.

T. c. taxifolia—Yew-like foliage, selected in Vermont about 1928.

T. c. Bradshaw—Originated at Kingsville Nurseries, Kingsville, Md., making a perfect pyramid of growth, dense and wide base. More compact than Hiti.

T. c. Fremd—A denser specimen at 30 feet than compacta, found at Rye, N. Y., in 1887. Densely pyramidal. Also better than *atrovirens*, for the needles are more radially arranged.

T. c. Kingsville—Narrow fastigate clone; one 18-foot tree is only three and one-half feet at base.

T. c. Pomfret—Faster growing than Fremd, but dense and pyramidal in habit.

T. c. Westonigra—Introduced by

The illustrations accompanying this article were made from photographs supplied by the Arnold Arboretum, Jamaica Plain, Mass.



Tsuga Canadensis Pendula, the Popular Sargent Hemlock



Tsuga caroliniana



Pseudotsuga menziesii

Weston Nurseries, Weston, Mass., about 1948 for its very dark green foliage.

T. caroliniana: 75, Z 4, S.W. Va. and Ga., Carolina hemlock—Practically unknown to American gardens a century ago, when it was first “discovered” growing in the mountains of the southeastern United States. Now, having proved itself about as hardy as its northern relative, it makes a perfect ornamental evergreen specimen. Some consider it slightly more tolerant of city conditions than the Canada hemlock. Certainly the whorled arrangement of the needles on the twigs gives it a softer character.

It is of interest to note the few varieties of this which have been reported, in comparison with the many variations of *T. canadensis*. One form, compacta, growing in the Arnold Arboretum years ago and named as a result of the growth of this one specimen, eventually reverted to normal growth. Another, named Arnold Pyramid, although an excellent plant in itself, did not produce similar offspring when asexually propagated, and hence it is supposed that some unnatural root constriction is causing the dense pyramidal growth of the original plant.

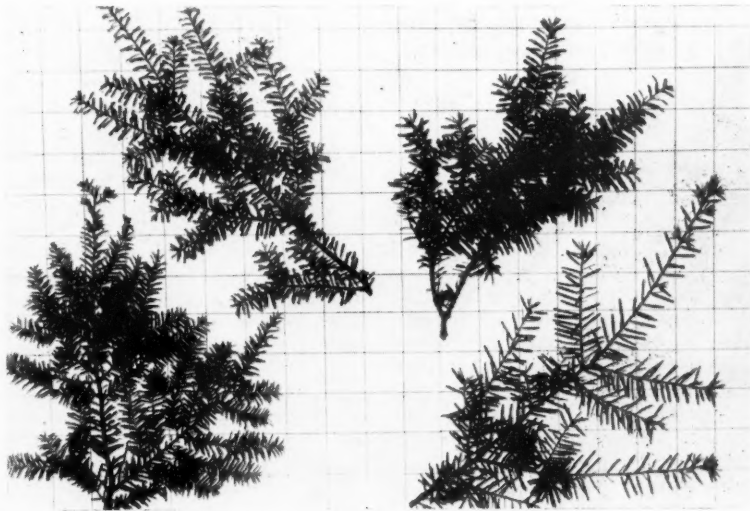
T. diversifolia: 90, Z 5, Japan, Japanese hemlock—An excellent, dense, rounded hemlock, doing well in the eastern United States.

T. heterophylla: 200, Z 6, Alaska to California, western hemlock—The tallest of the hemlocks, this species makes rapid growth, but does not do well in the eastern United States, needing the moist atmosphere of the mountain slopes where it is native. It has short, pendulous side branches, makes a narrow tree, of use as an ornamental only in the limited area where it is native.

Pseudotsuga menziesii: 200, Z 4 to 6, Pacific Coast, Douglas fir—Unfor-

tunately, the specific name of this plant has been changed in recent years from douglasii to taxifolia and now to menziesii, so that undoubtedly all of these names are still in use. They do refer to an excellent ornamental evergreen, almost as beautiful and serviceable as one or the other of our native eastern hemlocks. Growers should be careful to know where their stock originates, since the hardiness of the Douglas fir var-

[Continued on page 48]



Needles of four different tsuga species: Left to right (top), *T. diversifolia*, *T. sieboldii*; (bottom) *T. canadensis*, *T. caroliniana*.

Plant Pathologists Discuss Diseases of Ornamentals

By Richard J. Campana

Plant pathologists from the United States, Canada, Mexico, Costa Rica, Colombia, Taiwan and Japan attended the 52nd annual meetings of the American Phytopathological Society, held jointly with the Potato Society of America, at Green Lake, Wis., August 28 to 31. Special informal conferences and discussions were held on nematology, diseases of ornamental plants, regulation and foreign plant diseases, plant disease losses, seed and soil treatment for disease control, weather and plant disease and fungicides for disease control.

The program included over 200 papers reporting results of original research in 23 formal sessions, most of which ran concurrently for three full days.

The following report covers discussions of diseases or disease problems of special interest to nurserymen, landscape men, arborists and foresters.

Most damage to eastern red cedar plantings from phomopsis blight resulted from infections already present in the stock when planted, in a study by C. S. Hodges and H. J. Green, supported by the southeastern forest experiment station, Macon, Ga.; the North Carolina agricultural experiment station, Raleigh, and the North Carolina forest service. Survival of infected seedlings after two years was inversely proportional to per cent of top killed by phomopsis blight when planted. Infected seedlings surviving after one year had an increase of many new infections, whereas those not initially infected remained completely free of infection in most cases.

It is significant that little or no spread occurred from diseased to healthy seedlings. This suggests a time lapse of at least one year before build-up of the disease in a plantation during which time the nurseryman can take measures for control. It is also significant that viable spores of the causal fungus, *Phomopsis juniperovora*, were recovered from field seedlings dead for 18 months. Implicit here is a warning and a reminder that dead nursery stock remains a source of disease until removed and destroyed.

Additional evidence of the con-

stant danger to native plants from introduced disease was presented by C. W. Nichols and others of the California state department of agriculture and Oregon State College, Corvallis. The uredineal stage of the rust fungus, *Chrysomyxa ledi* rhododendri, was found on cultivated (not native) rhododendrons at six locations within four north coastal counties of California. Not known in California previously, but believed to have been introduced before 1952, this fungus was not found on nearby native *R. macrophyllum* or *R. occidentale*. The closely related rust fungus, *C. piperiana*, was prevalent on both cultivated rhododendrons and *R. macrophyllum* in north coastal counties of California from Oregon to Sonoma county, but sparse or absent in southern and non-coastal areas. Since *C. piperiana* is limited in its distribution by low humidity and high temperatures and restricted by time of sporulation to infect only older, less susceptible leaves, it is not considered likely that *C. ledi*, with similar habit and limitations, will become more of a problem than *C. piperiana*. However, with two distinct but closely related parasitic species instead of one, possibilities for crossbreeding of new, more virulent strains of *chrysomyxa* is increased.

Nematode Survey

A nematode survey of nursery plants by G. Stessel, of the University of Rhode Island, Kingston, showed widespread presence of at least one parasitic species, *Rotylenchus robustus*. Root zone areas of 37 plants in 50 nurseries yielded nematodes in almost half the samples. At least 10 genera of ornamental plants were affected, with species of *peris*, *viburnum* and *taxus* showing decline. After six months in infested soil, plants of *Pieris japonica* and *Viburnum carlesi* were badly diseased, whereas those of *Picea pungens*, *Ligustrum ovalifolium* and *Taxus cuspidata* were not.

This report is interesting because of the widespread presence of the parasitic nematode in so many nurseries, the relatively large number of species with which it is associated and the relatively small numbers of species badly affected. It

seems probable that many nematodes of this type are always present as potential agents of disease, but are possibly restrained by what may be minor adverse factors. Some evidence in this direction makes imperative detailed studies of factors influencing plant resistance and susceptibility to nematodes.

Rose Root Treatment

Parasitic nematodes carried on roots of dormant rose plants bought by commercial growers can be controlled by root-dip treatments, according to a report by C. Wilbranson and M. Harrison, of Cornell University, Ithaca, N. Y. With a 10-minute soak in 1 per cent nemagon (1,2-dibromo-3-chloropropane) or a 30-minute soak in one-tenth per cent phorate (0.0-diethyl-S-(ethylthiomethyl) phosphorodithioate) solutions, nematode species of *pratylenchus* and *criconemoides* were successfully controlled. The apparent ease with which control was obtained is indicative of the assurance that chemical control may provide for commercial growers having this and similar problems.

Hairy root of field roses, apparently a new disease, similar to but distinct from hairy root of apple, was described by D. Munnecke, of the University of California. Caused by a bacterium, midway, in ability to cause disease, between the crown gall and apple hairy root bacteria, the disease is characterized both by a crown gall and hairy roots. Infected plants become unthrifty, but do not die until the fourth year of infection. The causal bacteria may occur together with crown gall bacteria and the nematode, *Pratylenchus penetrans*, making an exceedingly difficult causal complex to unravel.

Control of Hairy Root of Roses

Control of hairy root of roses for commercial purposes was obtained by a 15-minute dip in calcium hypochlorite, sanitation in handling cuttings and avoiding preinfested land for planting. The nematode aspect of the complex was controlled by soil treatment with ethylene dibromide. This type of a disease complex may be difficult to control because of the interaction of at least three causal factors involved and should be studied further.

Certain plant parasitic nematodes may be killed after they enter plant tissue without injuring such tissue. Most nematocidal chemicals are designed to kill nematodes in the soil or on plant surfaces. S. Sher, of the University of California, eliminated

[Continued on page 98]



Feature Rosedom's Royal Family

ARMSTRONG ROSES — LEADING WINNERS OF ALL-AMERICA AWARDS



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PINK PARFAIT

The only All-America Roses for 1961!

The most publicized new roses in history! Both All-America publicity and Armstrong's own powerful national advertising and publicity campaign are concentrating on them. Sales volume will break all records for new roses.

Duet is a thrilling new bicolored Hybrid Tea. Rich salmon-pink contrasts with sparkling orange-red . . . the kind of color drama that always sells. And, hot weather or cold, moist or dry, Duet retains its lovely form and unique rich color.

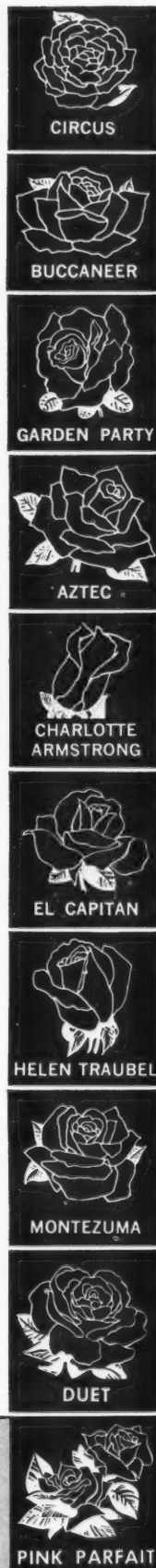
Pink Parfait softly blends pastel shades of pink. This robust, easy-to-grow Grandiflora is continually loaded with dainty buds and high-centered blooms. We've counted as many as 100 on a single plant at one time!

Armstrong roses are grown in California, on husky Dr. Huey understock. They are carefully handled, critically graded, nationally advertised, known, wanted. By featuring Armstrong roses . . . Rosedom's Royal Family . . . you'll make *extra* sales.

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We list below the items of lining-out stock that we have available for the 1960-61 season. We think that we have very fine liners and will submit samples on request. No orders for less than 50 plants of a kind, please. 50 to 250 plants at the 100 rate, 250 and up at the 1000 rate.

LATH HOUSE GROWN POTTED LINERS

Grown outside in lath houses one or more seasons.

	Each Per 100	Each Per 1000
Barberry, <i>julianae</i> , 2½-in. pot, 6 to 8 ins.	\$0.16	\$0.15
<i>Elaeagnus simoni</i> , 2½-in. pot, 8 to 10 ins. ....	.15	.12½
<i>Ilex aquifolium</i> , seedlings, 2½-in. pot, 8 to 10 ins. ....	.15	.12½
<i>Ilex crenata convexa</i> , 2½-in. pot, 4 to 6 ins. ....	.15	.12½
<i>Ilex glabra</i> , 2¼-in. pot, 6 to 8 ins. ....	.15	.12½
<i>Ilex crenata Green Thumb</i> , 2½-in. pot, 4 to 6 ins. ....	.15	.12½
<i>Ilex crenata helleri</i> , 2½-in. pot, 2-yr., 4 to 6 ins. ....	.15	.12½
<i>Ilex crenata helleri</i> , 4-in. pot, 3-yr., 6 to 8 ins. ....	.35	.30
<i>Ilex crenata hetzi</i> , 2½-in. pot, 6 ins. ....	.15	.12½
<i>Ilex opaca East Palatka</i> , 3-in. pot, peat, heavy, 10 to 12 ins. ....	.15	.12½
<i>Nandina domestica</i> , 2-in. rose pot, 8 to 10 ins. ....	.12½	.10
<i>Osmanthus fortunei</i> , 2½-in. rose pot, 4 to 6 ins. ....	.17½	.15
<i>Viburnum burkwoodi</i> , 2½-in. rose pot, 8 to 10 ins. ....	.12½	.10
<i>Viburnum chenaaulti</i> , 2½-in. rose pot, 8 to 10 ins. ....	.12½	.10
<i>Thuja occidentalis compacta erecta</i> , 2½-in. rose pot, heavy, 6 to 8 ins. ....	.16	.14
<i>Thuja occidentalis</i> , Dark Green, 2½-in. rose pot, heavy, 6 to 8 ins. ....	.16	.14
<i>Thuja occidentalis globosa</i> , 2½-in. rose pot, heavy, 6 to 8 ins. ....	.16	.14
<i>Thuja orientalis Baker's</i> , 2½-in. rose pot, 8 to 10 ins. ....	.17½	.15
<i>Thuja orientalis</i> , Blue Cone, 2½-in. rose pot, 8 to 10 ins. ....	.17½	.15
<i>Thuja orientalis</i> , Mayhews, 2½-in. rose pot, 6 to 8 ins. ....	.17½	.15
<i>Thuja orientalis newarkii</i> , 2½-in. rose pot, 8 to 10 ins. ....	.18	.16
<i>Chamaecyparis plumosa</i> , Green, 2½-in. pot, 6 to 8 ins. ....	.15	.12½
<i>Chamaecyparis plumosa</i> , Golden, 2½-in. pot, 6 to 8 ins. ....	.15	.12½
<i>Juniper, chinensis hetzi</i> , 2½-in. pot, 8 to 10 ins. ....	.17½	.15
<i>Juniper, chinensis hetzi</i> , beer cans, 12 to 15 ins. ....	.22½	.20

BED-GROWN LINERS FROM LATH HOUSE

Boxwood, <i>harlandi</i> , beds, heavy, 8 to 10 ins. ....	.20	.17½
<i>Euonymus alatus compactus</i> , beds, 4 to 6 ins. ....	.16	.15
<i>Euonymus fortunei argenteo-variegatus</i> , beds, 4 to 6 ins. ....	.15	.12½
<i>Euonymus fortunei compactus</i> , beds, 8 to 12 ins. ....	.12½	.10
<i>Euonymus microphyllus</i> , beds, heavy, 4 to 6 ins. ....	.15	.12½
<i>Euonymus radicans</i> , beds, 10 ins. ....	.15	.12½
<i>Euonymus radicans</i> , upright, beds, 8 to 12 ins. ....	.15	.12½
<i>Ilex crenata convexa</i> , seedlings, 2-yr., beds, 10 to 12 ins. ....	.15	.12½
<i>Ilex crenata rotundifolia</i> , beds, light, 6 to 8 ins. ....	.12½	.10
<i>Ligustrum lucidum Suwannee River</i> , beds, 6 to 8 ins. ....	.35	.30

HEAVY FIELD-GROWN LINERS

All two-year, field-grown liners have been root-pruned and trimmed several times.

	Each Per 100	Each Per 1000		Each Per 100	Each Per 1000
<i>Juniper, Andorra</i>			<i>Juniper, Pfitzer compacta Nicks</i>		
1-yr., 6 to 8 ins.	\$0.12½	\$0.10	1-yr., 6 to 8 ins.	\$0.17½	\$0.15
2-yr., 8 to 12 ins. ....	.15	.12½	2-yr., 8 to 12 ins. ....	.22½	.20
<i>Juniper, chinensis albo-variegata</i>			<i>Juniper, Pfitzer compacta Kallay</i>		
2-yr., 8 to 12 ins. ....	.25	..	1-yr., 6 to 8 ins. ....	.17½	.15
<i>Juniper, chinensis hetzi glauca</i>			2-yr., 8 to 12 ins. ....	.22½	.20
1-yr., 6 to 8 ins. ....	.12½	.10	<i>Juniper, Pfitzer Blue (Mayhews)</i>		
1-yr., 8 to 12 ins. ....	.15	.12½	2-yr., 10 to 12 ins. ....	.25	.22½
2-yr., 8 to 12 ins. ....	.17½	.15	<i>Juniper, Pfitzer nana (Armstrong's)</i>		
2-yr., 12 to 15 ins. ....	.20	.17½	1-yr., 6 to 8 ins. ....	.17½	.15
<i>Juniper, chinensis maneyi</i>			<i>Juniper, sabina</i>		
1-yr., 6 to 8 ins. ....	.25	.22½	1-yr., 6 to 8 ins. ....	.12½	.10
1-yr., 8 to 12 ins. ....	.27½	.25	2-yr., 10 to 12 ins. ....	.17½	.15
<i>Juniper, excelsa stricta</i>			<i>Juniper, sabina Arcadia</i>		
1-yr., 6 to 10 ins. ....	.12½	.10	1-yr., 6 to 8 ins. ....	.25	..
2-yr., 8 to 12 ins. ....	.17½	.15	<i>Juniper, sabina horizontalis</i>		
<i>Juniper, fastigiata</i>			1-yr., 8 to 10 ins. ....	.25	..
1-yr., 8 to 12 ins. ....	.12½	.10	<i>Juniper, sabina vonehron</i>		
2-yr., 12 to 15 ins. ....	.15	.12½	1-yr., 6 to 8 ins. ....	.12½	.10
<i>Juniper, communis depressa aurea (Golden Canadian)</i>			<i>Juniper, virginiana repandens</i>		
1-yr., 8 to 10 ins. ....	.17½	.15	1-yr., 6 to 8 ins. ....	.15	.12½
2-yr., 10 to 12 ins. ....	.22½	.20	2-yr., 8 to 10 ins. ....	.17½	.15
<i>Juniper, chinensis pfitzeriana</i>					
1-yr., 8 to 10 ins.17½	.15			
2-yr., 10 to 12 ins.20	.17½			

CARTWRIGHT NURSERIES

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OBITUARY

Lester C. Lovett

Lester C. Lovett, president of Lovett's Nursery, Inc., Little Silver, N. J., died November 9. Born at Little Silver in 1881, Mr. Lovett became manager of Lovett's Nursery, founded by his father, upon the death of the elder Mr. Lovett in 1922 and later assumed presidency of the firm. He was also a partner in the Diamond State Nurseries, Milford, Del., and in Gulf Stream Nursery, Inc., Wachapreague, Va.

Mr. Lovett served two terms as president of the American Association of Nurserymen, from 1933 to 1935, and was a past president of the Eastern Association of Nurserymen and of the New Jersey Association of Nurserymen. Active also in civic and fraternal groups, he served as president of the Red Bank, N. J., Lions Club and was a member of the Washington lodge No. 9, F. and A. M., and of the Salaam temple, Newark.

Survivors include his widow, Maud; his daughter, Mrs. Kenneth Fox; his son, Cornelius; two sisters; two brothers, and three grandchildren.

Charles B. Greening

Charles B. Greening, president of the Greening Nursery Co., Monroe, Mich., died November 13. A member of the fourth generation of the family to conduct the business founded by his great grandfather, J. C. W. Greening, in 1850, Charles B. Greening was 47 years of age. He was the son of the late Benjamin Greening, also well known in the trade.

Born at Monroe, Mich., Mr. Greening obtained his A. B. degree at the University of Michigan in 1935. He served in the United States Navy for two years in the Pacific area. He was married to Marion Delcher, of Baltimore, Md., and they became the parents of four children, Charles, Nancy, Gretchen and Judith.

Mr. Greening served as president of the Michigan Association of Nurserymen in 1950. He had also been president of the Detroit flower show group and a trustee for the Michigan Horticultural Society.

John T. Boyd

John T. Boyd, 37, vice-president of the Forest Nursery Co., McMinnville, Tenn., died October 31 at the Vanderbilt hospital at Nashville, Tenn. He had served in various of [Concluded on page 20]

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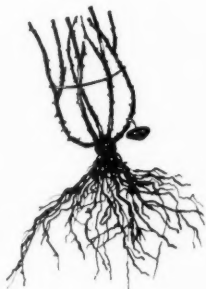
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3. All bushes trimmed to your specifications.
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5. Color Folders, Color Plates available at cost.
6. P&D Roses have pliable fibrous root systems and short shanks — easier to pot without damage.
7. Fresher stock — shipped in pool cars mechanically refrigerated to a constant 33°.



BETTER ROOT STOCK

P&D "Super-Strain" Multiflora Root is the result of over 20 years' development — your assurance of hardier plants, more vigorous growth, more abundant blooms, happier customers.



**New ... and already a
SILVER MEDAL WINNER**

Coronado (PPAF)

Brilliant new red and gold bi-color hybrid tea. Silver medal winner, International Trials at Rome, Geneva and Denmark.



Oregon's best source
of good Roses

"THE FINEST ANYWHERE"

FINISHED STOCK Continued

	Each 25 or more		Each 25 or more		Each 25 or more
<i>Acer palmatum atropurpureum</i>		<i>Crape Myrtle, Wm. Toovey</i>		<i>Magnolia soulangiana</i>	
seedlings (Japanese Red-Leaved Maple)		18 to 24 ins., B&B	\$0.90	2 to 3 ft., B&B	\$1.75
12 to 18 ins., B&B	\$1.00	2 to 3 ft., B&B	1.00	3 to 4 ft., B&B	2.25
18 to 24 ins., B&B	1.50			4 to 5 ft., B&B	2.75
2 to 3 ft., B&B	1.75			5 to 6 ft., B&B	3.25
<i>Barberry, Red-Leaved</i>		<i>Cydonia japonica</i>		<i>Magnolia soulangiana nigra</i>	
12 to 18 ins., B&B	1.00	18 to 24 ins., B&B	.90	18 to 24 ins., B&B	1.25
18 to 24 ins., B&B	1.25	2 to 3 ft., B&B	1.00	2 to 3 ft., B&B	1.50
		(Deduct 50% if wanted B.R.)		<i>Magnolia stellata</i>	
<i>Cornus florida</i>		<i>Hypericum patulum</i> (St.-John's-wort		15 to 18 ins., B&B	1.25
2 to 3 ft., B&B	1.00	or sundrops)		18 to 24 ins., B&B	1.50
3 to 4 ft., B&B	1.40	18 to 24 ins., B&B	1.00	2 to 3 ft., B&B	2.25
4 to 5 ft., B&B	2.00	2 to 3 ft., B&B	1.25	3 to 4 ft., B&B	2.50
5 to 6 ft., B&B	2.75	(Deduct 50% if wanted B.R.)		<i>Spiraea reevesiana flore-pleno</i>	
<i>Cornus florida rubra</i>		<i>Lonicera, Flaming Beauty</i>		3 to 4 ft., B&B	1.00
18 to 24 ins., B&B	1.25	12 to 18 ins., B&B	.85	4 to 5 ft., B&B	1.25
2 to 3 ft., B&B	1.50	18 to 24 ins., B&B	1.00		

LINING-OUT STOCK

All potted liners in this list will be shipped in paper cups or pots without extra charge. Orders for 25 to 249 of a variety in one size take the 100 rate. Orders for 250 or more of a variety in one size take the 1000 rate.

	Each Per 100	Each Per 1000		Each Per 100	Each Per 1000
<i>Abelia grandiflora</i>			<i>Ligustrum japonicum</i>		
2 1/4-in. pots	\$0.15	\$0.14	2 1/4-in. pots	\$0.11	\$0.10
2 1/2-in. pots	.16	.15	<i>Ligustrum lucidum compactum</i>		
<i>Berberis julianae</i>			2 1/4-in. pots	.16	.15
2 1/4-in. pots	.17	.16	<i>Ligustrum texanum</i>		
2 1/2-in. pots	.18	.17	2 1/4-in. pots	.16	.15
<i>Buxus japonica</i>			<i>Magnolia grandiflora</i>		
2 1/4-in. pots, heavy	.11	.10	2 1/4-in. pots	.14	.13
2 1/2-in. pots, heavy	.12	.11	2 1/2-in. pots	.15	.14
<i>Cleyera japonica</i> (Ternstroemia)			3x4 ins., bed-grown seedlings	.06	.05
2 1/4-in. pots, 1-yr.	.16	.15	<i>Nandina domestica</i>		
2 1/2-in. pots, 2-yr.	.18	.17	2 1/4-in. pots	.11	.10
<i>Cleyera ochnacea</i>			2 1/2-in. pots	.13	.12
2 1/4-in. pots	.17	.16	3 -in. pots	.16	.15
2 1/2-in. pots	.19	.18	<i>Osmanthus fortunei</i>		
3-in. pots	.21	.20	2 1/2-in. pots	.18	.17
<i>Elaeagnus fruticand</i>			<i>Photinia dentatum</i>		
2 1/4-in. pots	.13	.12	2 1/4-in. pots	.15	.14
2 1/2-in. pots	.15	.14	2 1/2-in. pots	.16	.15
<i>Euonymus microphyllus pulchellus</i>			<i>Photinia serrulata</i>		
2 1/4-in. pots	.16	.15	2 1/4-in. pots	.16	.15
<i>Euonymus radicans erectus</i>			4x6 ins., bed-grown,		
2 1/4-in. pots	.10	.09	seedlings	.04	.03
<i>Hedera helix</i> (English Ivy)			6x8 ins., bed-grown,		
2 1/4-in. pots	.13	.12	seedlings	.06	.05
2 1/2-in. pots	.16	.15	8x12 ins., bed-grown,		
<i>Gardenia fortunei</i>			seedlings	.08	.07
2 1/2-in. pots	.16	.15	<i>Pittosporum tobira</i>		
<i>Ilex cornuta burfordii</i>			2 1/4-in. pots	.11	.10
3 -in. pots	.19	.18	<i>Pyracantha belli</i>		
3 1/2-in. pots	.21	.20	2 1/4-in. pots	.19	.17
<i>Ilex cornuta femina</i>			2 1/2-in. pots	.20	.18
2 1/4-in. pots	.13	.12	<i>Pyracantha lalandi</i>		
2 1/2-in. pots	.15	.14	2 1/4-in. pots	.12	.10
<i>Ilex cornuta, male</i>			2 1/2-in. pots	.15	.14
2 1/4-in. pots	.16	.15	Strong rooted cuttings	.07	.06
<i>Ilex crenata repandens</i>			<i>Pyracantha yunnanensis</i>		
2 1/4-in. pots	.13	.12	2 1/4-in. pots	.16	.15
2 1/2-in. pots	.15	.14	<i>Viburnum tinus</i>		
<i>Ilex crenata convexa bullata</i>			2 1/2-in. pots	.10	.09
<i>Ilex crenata hetzi</i>			<i>Acer palmatum atropurpureum</i> ,		
2 1/4-in. pots	.14	.13	seedlings		
2 1/2-in. pots	.15	.14	2 1/4-in. pots	.21	.20
4x8 ins., beds, well-br.	.14	.13	4x6 ins., bed-grown	.13	.12
6x8 ins., beds, well-br.	.15	.14	6x8 ins., bed-grown	.16	.15
8x12 ins., beds, well-br.	.17	.16	<i>Barberry, Red-leaved</i>		
<i>Ilex crenata rotundifolia</i>			2 1/4-in. pots	.11	.10
2 1/4-in. pots	.15	.14	2 1/2-in. pots	.13	.12
6x8 ins., bed-grown, well-br.	.12	.11	<i>Cornus florida</i>		
6x8 ins., field-grown,			2 1/4-in. pots	.09	.08
well-br.	.16	.15	6x8 ins., bed-grown seedlings	.04	.03
8x12 ins., field-grown,			<i>Magnolia soulangiana</i>		
well-br.	.18	.17	3-in. pots	.26	.25
<i>Ilex crenata, seedlings</i>			<i>Sweet Gum</i> (Liquidambar)		
2-in. pots	.10	.09	6x8 ins., bed-grown,		
2 1/4-in. pots	.12	.11	seedlings	.06	.05
3x4 ins., bed-grown	.08	.06	8x12 ins., bed-grown,		
<i>Ilex opaca East Palatka</i>			seedlings	.07	.06
2 1/4-in. pots	.13	.12	<i>Slash Pine</i> (Pinus caribaea)		
2 1/2-in. pots	.14	.13	12x18 ins., bed-grown,		
<i>Ilex opaca femina</i>			seedlings	.06	.05
2 1/2-in. pots	.18	.17	18x24 ins., bed-grown,		
<i>Ilex opaca Howard</i>			seedlings	.07	.06
2 1/2-in. pots	.14	.13			
<i>Jasminum floridum</i>					
2 1/4-in. pots	.10	.09			
<i>Laurel, Cherry</i>					
2 1/4-in. pots	.14	.13			
2 1/2-in. pots	.15	.14			

(Varieties marked by (**) double asterisk available in 2 1/4-in. pots only.)

SPECIAL NOTICE: Items marked by (**) asterisk will be available for delivery spring of 1961. All items not so marked are ready for immediate or later shipment to suit customer's requirements.

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and A.A.R.S. Winners

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No. 1½50	.48	.46	.45	.44

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also B&B Evergreens

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(Pickup Now)

60,000 to Pick from (Over 50 Varieties)

Acer palmatum	Enkianthus	Pyracantha
Ampelopsis	Euonymus	Rhododendron Hybrids
Aronia	Fagus sylvatica	Spiraea
Azalea	Forsythia	Tsuga
Barberry	Hydrangea	Viburnum
Buxus	Hypericum	Vitex
Cotoneaster	Magnolia	Wegelia
Cydonia	Peris	Wistaria
Deutzia	Prunus	

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Seedlings, Rooted Cuttings
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50 Geer St. Cromwell, Conn.

LARGE PINK DOGWOODS
Well-spaced, 3x6 ft., 6 to 8 ft. high,
full of buds.

B&B EVERGREENS

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Clinton, Conn.

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Special price in ground.

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- Hybrid Rhododendrons
- Taxus and others

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Newport, R. I.

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- Lining-Out Stock
- Root-Thru Plant Pots

DE GROOT BULB CO.

HOLLAND AND DOMESTIC BULBS

for Spring and Fall

Write for wholesale price list.

12-02 Ellis Ave., Fair Lawn, N. J.

fices in both the Tennessee and Southern Nurserymen's Associations over the past 10 years.

Surviving are his widow, Jean; his father, J. R. Boyd, president of the Forest Nursery Co.; his stepmother, and six sisters.

Charles Mallerin

Charles Mallerin, 83, world-famous rose hybridizer and creator of such well-known varieties as Mrs. Pierre S. du Pont and Spectacular, died October 27 at his home at Allieres-et-Risset, near Grenoble, France. American gardeners are familiar with many more of M. Mallerin's creations, including Lowell Thomas, Ami Quinard, Blanche Mallerin, Mme. Henri Guillot, Horace McFarland and Red Empress.

Educated as an engineer, he began his career as a rose hybridizer purely as a hobby. He was noted for his ability to produce successful new roses from extremely limited numbers of seedlings, as well as for his generous contributions of help, information and advice to younger hybridizers. Among the latter was the internationally known Francis Meilland, creator of the rose Peace, who died two years ago, and Dr. J. H. Nicolas, originator of Eclipse.

Mrs. Frank B. Bonnell

Mrs. Frank B. Bonnell, wife of the owner of Bonnell Nurseries, Renton, Wash., died October 16 at a Renton hospital at the age of 53. Born at Pasco, Wash., Mrs. Bonnell had lived at Renton since 1935 and had been active in civic and fine arts groups in the community. Survivors include her husband, Frank; a daughter, Mrs. Frederick J. Holt, and a son, Frank B., Jr.

ROBERT PYLE MEMORIAL

A Robert Pyle memorial library fund has been established with the American Rose Society by the Conard-Pyle Co., West Grove, Pa. Under its terms an annual income from an investment of \$2,000 is to be used for the purchase of rare volumes and first editions of books on roses for the A. R. S. library. In each volume purchased by the fund will be a bookplate featuring the rose Peace, the most notable of Mr. Pyle's introductions to the United States from abroad.

CONSTRUCTION was recently completed on a new 28x93-foot greenhouse and office at Warren's Turf Nursery, Palos Park, Ill. Part of the new facilities will be used for research on turf diseases.

Thank You Mr. Holmes!

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Dear Mr. Perlstein:

We have had very satisfactory results with the "Bloom Rite" Liquid Fertilizer Proportioners we purchased from you nine months ago.

The use of your Proportioners has saved us time and labor required to fertilize our orchids, roses, carnations and field crops and saved us the necessity of installing costly equipment.

We note that liquid feeding with your Proportioners has improved the quality and yield of our plants and blooms.

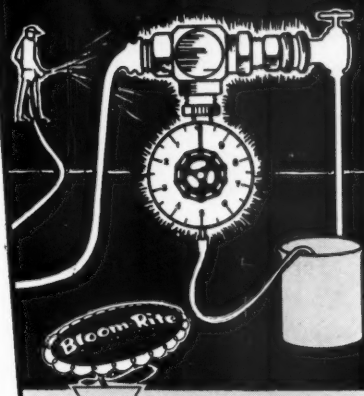
We do not hesitate to recommend your accurate "Bloom Rite" Proportioners for use in any fertilizing programs for gardens, greenhouse or field crops.

Very truly yours,

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BY *Adolph J. Holmes*
Adolph J. Holmes
Superintendent
San Bruno Nursery

AVH/jw



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BLOOM-RITE LIQUID FERTILIZER PROPORTIONER AND INJECTOR

- Vacuum operated...no motors or moving parts to go out of order.
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- Precision-built of solid brass.
- As accurate as proportioners costing hundreds of dollars.
- Use to apply soluble chemicals for soil treatment requiring a high dilution.

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ERIC LAWSON, Syracuse University

Dr. J. P. MAHLSTEDE, Iowa State University

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Fine entertainment with dining extraordinary.

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SHADE TREES: Maple — Norway, Scarlet and Sugar, Niobe Weeping Willow and Pin Oak. Sizes on most shade trees are in the 2 to 5-in. cal. size.

EVERGREENS: Austrian Pine, up to 6 ft. Hetz Juniper, 18 to 24 ins. and 2 to 2½ ft.

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COMING EVENTS

MEETING CALENDAR

December 1 and 2—Nebraska Association of Nurserymen, annual convention, Cornhusker hotel, Lincoln, Neb.

December 1 and 2—Wisconsin Nurserymen's Association, annual meeting, Hotel Schroeder, Milwaukee, Wis.

December 5 and 6—Minnesota State Nurserymen's Association, winter meeting, Lowry hotel, St. Paul, Minn.

December 28—Connecticut Nurserymen's Association, annual meeting, Waverly Inn, Cheshire, Conn.

January 1 to 3, 1961—North Carolina Association of Nurserymen, annual short course, North Carolina State College union, Raleigh, N. C.

January 2 to 4—Western Association of Nurserymen, annual convention, Hotel Bellerive, Kansas City, Mo.

January 3 to 5—Indiana Association of Nurserymen, winter meeting, Purdue University, Lafayette, Ind.

January 3 to 5—Eastern Regional Nurserymen's Association, Inc., annual convention, Roosevelt hotel, New York, N. Y.

January 4 to 6—Indiana Arborists Association, midwinter conference, Memorial Center, Purdue University, Lafayette, Ind.

January 4 to 6—Indiana Arborists Association, winter meeting, Purdue University, Lafayette, Ind.

January 9 to 11—Northern Virginia Nurserymen's Association, short course, Fairfax, Va.

January 11 and 12—Maryland Nurserymen's Association, annual meeting, Baltimore-Sheraton Inn, Baltimore, Md.

January 12—Cuyahoga County Nurserymen's Association, annual meeting, Clark's Hanna restaurant, Cleveland, O.

January 12 and 13—New Jersey Association of Nurserymen, winter meeting, La Concha hotel, Atlantic City, N. J. A 1-day meeting will also be held January 26 in conjunction with farmers' week at Trenton, N. J.

January 12 to 14—Iowa Nurserymen's Association, winter meeting, Sheraton-Montrose hotel, Cedar Rapids, Ia.

January 15—National Landscape Nurserymen's Association, midwinter conference, Hotel La Salle, Chicago, Ill.

January 15 to 17—New York State Arborists Association, annual meeting, Cornell University, Ithaca, N. Y.

January 16—National Mail Order Nurserymen's Association, winter meeting, Hotel La Salle, Chicago, Ill.

January 16 to 18—Illinois State Nurserymen's Association, annual convention, Hotel La Salle, Chicago, Ill.

January 16 to 18—Washington State Nurserymen's Association, winter convention, Benjamin Franklin hotel, Seattle, Wash.

January 17 to 20—Ohio Nurserymen's Association, winter meeting and short course, Neil House, Columbus, O.

January 19—Kansas Arborists Association, annual meeting, Wareham hotel, Manhattan, Kan.

January 20—Western New York Nurserymen's Association, annual convention, Sheraton hotel, Rochester, N. Y.

January 22 to 24—Virginia Nursery-

men's Association, Inc., annual convention, Hotel John Marshall, Richmond, Va.

January 23 to 25 — Kentucky State Nurserymen's Association, winter meeting, Kentucky hotel, Louisville, Ky.

January 24—Delaware nurserymen's short course, University of Delaware, Newark, Del.

January 24 and 25—Ontario Nurserymen's Association, annual convention and trade show, Sheraton-Connaught hotel, Hamilton, Ont., Canada.

January 24 to 26—Michigan Association of Nurserymen, annual convention, Hotel Pantlind, Grand Rapids, Mich.

January 25 and 26—Connecticut Nurserymen's Association, ninth annual short course, University of Connecticut, Storrs, Conn.

January 25 and 26—Oregon Association of Nurserymen, annual convention, Multnomah hotel, Portland, Ore.

January 26 and 27—Colorado Nurserymen's Association, short course, Colorado State University, Fort Collins, Colo.

January 29 and 30—Tennessee Nurserymen's Association, annual convention, Mountain View hotel, Gatlinburg, Tenn.

January 29 to 31—National Arborists Association, annual convention, Statler-Hilton hotel, New York, N. Y.

February 1 and 2—Pennsylvania Nurserymen's Association, annual meeting, Penn Harris hotel, Harrisburg, Pa.

February 7 and 8—Oregon Association of Nurserymen, short course, Oregon State College, Corvallis, Ore.

February 7 to 9—New England Nurserymen's Association, annual meeting, Hotel Kenmore, Boston, Mass.

February 11—New Hampshire Plant Growers Association, annual meeting, University of New Hampshire, Durham, N. H.

February 15 to 17—Midwestern chapter, National Shade Tree Conference, winter meeting, Hotel La Salle, Chicago, Ill.

February 16—Maryland Nurserymen's Association, short course, University of Maryland, College Park, Md.

February 19 to 21—Southern chapter, National Shade Tree Conference, Lord Baltimore hotel, Baltimore, Md.

February 21 to 23—Pennsylvania nurserymen's conference, Pennsylvania State University, University Park, Pa.

February 22—Lake County Nurserymen's Association, annual winter meeting and nurserymen's school, Hellriegel's Inn, Painesville, O.

February 23—Cuyahoga County Nurserymen's Association, winter nursery school, Lake Shore Country Club, Cleveland, O.

February 23 and 24—Massachusetts Nurserymen's Association, short course, Waltham field station, University of Massachusetts, Waltham, Mass.

INDIANA SCHEDULE

The program for the annual mid-winter conference of the Indiana Association of Nurserymen, in the preparation of which the Purdue University agricultural extension service and agricultural experiment station co-operated, has been released. Howard M. Gaar, Gaar

Again it is

CHICAGO IN JANUARY!

for the largest gathering of nurserymen that will be brought together by any of the winter meetings.

Illinois State Nurserymen's Association 45th Annual Convention and Trade Show

January 15, 16, 17, 18, 1961
Hotel La Salle, Chicago

Come and visit one of the best trade shows in the industry. A large variety of nursery plants, products and supplies will be exhibited.

Program Features

"The World We Face"
"The Illinois Highway and the Landscape"
Special reports from A. A. N. officers and staff.

Trade Show Features

56 Exhibit Booths

Meetings of a number of allied national nurserymen's associations will also be held at the Hotel La Salle, January 15 to 18.

Come early and stay for the banquet and floor show on January 18. The entertainment is top-notch.

Exhibit Space Available

Do you have plant materials or nursery production products that you want nurserymen to see? If so, why not rent an exhibit booth at the trade show and expose your wares to the nursery trade. You won't be sorry. Contact: H. R. Kemmerer, Secy., I. S. N. A., 104 Floriculture Bldg., Urbana, Ill., for further information.

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White and Pink 4 to 12 ft., heavy plants

For Street or Park Planting

From 7 to 12 ft. high, 2 to 3-in. cal., branching at 4 ft., 5 ft. and 6 ft. Perfect trees, well headed.

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2 Ordered now, STAR Miniature Roses can be forced for pot sales. They're a new, natural sales addition for Easter and throughout the spring.



3 STAR Miniature Roses can be planted outdoors in the spring where they will bloom right up until frost. They're winter hardy, too! . . . good reasons for your customers to buy in multiple quantities.

BRAND NEW

Star PIXIE GOLD (Pl. Pat. App. For)
Fine bright yellow bud, opens to a soft golden yellow. Grows to about 12".

Star PIXIE ROSE (Pl. Pat. App. For)
Finest deep pink available. Really double and free flowering. Fragrant, too. A compact plant of 10".

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SPECIAL OFFER
25 Pixie Gold
\$42.50 for one collection

COLLECTION A1
25 Pixie Rose
\$39.50 ea. for 3 collections

FAVORITE FOUR

The STAR Special (100 plants)
50 Red Imp—rich, unfading red
20 Bo-Peep—soft pink
\$67.50 for one collection

COLLECTION A2 (100 plants)
15 Baby Gold Star—golden yellow
15 Cinderella—cream-white
\$62.50 ea. for 3 or more collections

Order now! Free culture information, sales aids and large four-color poster shipped with each order.



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GROWERS OF FAMOUS STAR ROSES

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Nurseries, Chesterfield, is program chairman. Scheduled for January 3 to 5, the meetings in the Memorial Center on the campus of the university, Lafayette, Ind., will provide speakers on both the growing and selling phases of the nursery business, discussions of management problems and research reports. Special features for the ladies have also been planned for Wednesday, January 4, these events including a brunch and fashion show at the L. S. Ayers department store, shopping at Market square and a tour of a 100-year-old home containing many interesting antiques.

Following is the program in detail:

JANUARY 3

11 a. m.—Registration, Purdue Memorial Center.

1 p. m.—Tours: Horticulture department greenhouses and Stewart-Beece property, weather permitting, with Profs. A. T. Leiser and Charles Hess in charge.

3 p. m.—General session, rooms 206, Purdue Memorial Center. Clinton Sowards, Jr., Bluffton, presiding: Welcome, by Prof. E. C. Stevenson, head, department of horticulture, Purdue.

3:15 p. m.—Keynote message: "Selling the American Customer," by Stephen Douglas, director of trade and consumer relations, Kroger Co., Cincinnati, O.

4:15 p. m.—Introduction of exhibitors, by James W. Young, South Bend, chairman of commercial exhibits committee.

6:30 p. m.—Buffet dinner, South ball room.

7:45 p. m.—"My Best Five," slide session, room 206, Harold Timmer presiding.

8:45 p. m.—"Miracles by Advertising," Argel Pion, Fort Wayne, in charge. Harold Bohling, Munster, and John Z. Duling, Muncie, will relate experiences.

9:30 p. m.—Social hour in East Faculty lounge.

JANUARY 4

7:30 a. m.—Breakfast; preliminary business session, with President James Maschmeyer, Indianapolis, in charge; resolutions, nominations, etc.; room 263.

General session, room 206, Rodney Brower presiding.

9:15 a. m.—"Seldom Used Shrubs and Evergreens," by Prof. L. C. Chadwick, department of horticulture, Ohio State University, Columbus.

10:30 a. m.—"Virus or What?," by Ralph Shay, department of botany and plant pathology, Purdue.

11 a. m.—"Bugs I Have Met in 1960," by John Favinger, state entomologist, Indianapolis, Ind.

General session, Prof. H. W. Gilbert presiding.

1:30 p. m.—"We Landscape Indiana," a panel, consisting of Troy L. Bunch, Terre Haute; Bruce Graham, Jeffersonville; Fritz Loonsten, Indianapolis, and Jack Engledow, New Augusta.

3 p. m.—"My Best Shade Trees," by Prof. L. C. Chadwick.

3:45 p. m.—"Purdue Highlights," current reports of interest to the nurserymen of Indiana.

"Mimosa Webworm Control," by Prof. Donald L. Schuder, department of entomology, Purdue.

"Chemical Weed Control," by Prof. A. T. Leiser and Charles Hess.

7 p. m.—Annual banquet; Robert [Continued on page 28]

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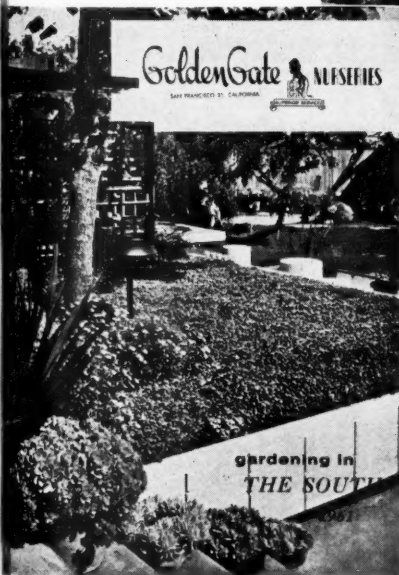
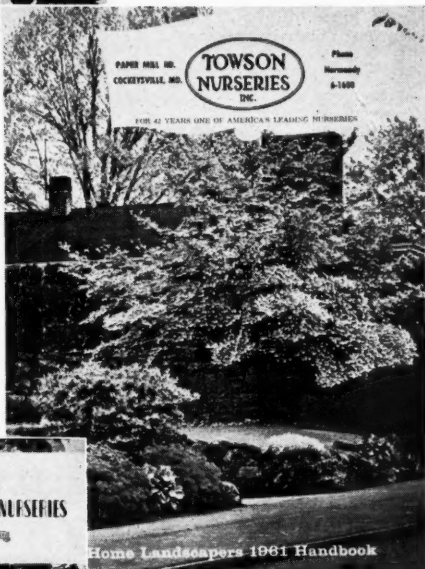
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	Each	Each		Each	Each		Each	Each
	Per 10	Per 100		Per 10	Per 100		Per 10	Per 100
Dark Green American Arborvitae			Pfitzer Juniper			Variegata Juniper		
18 to 24 ins.	\$1.25	\$1.00	12 to 15 ins.	\$1.25	\$1.10	18 to 24 ins.	\$1.75	\$1.50
24 to 30 ins.	1.75	1.50	15 to 18 ins.	1.70	1.50	2 to 3 ft.	2.25	2.00
30 to 36 ins.	2.25	2.00	18 to 24 ins.	2.25	2.00	Densa glauca Juniper		
3 to 4 ft.	3.00	2.50	24 to 30 ins.	2.75	2.50	2 to 3 ft.	2.00	1.75
Compacta erecta Globe Arborvitae			Pfitzer Juniper, Blue			3 to 4 ft.	2.75	2.50
12 to 15 ins.	1.25	1.00	12 to 15 ins.	1.25	1.10	Hetzl glauca Juniper, staked		
15 to 18 ins.	1.50	1.25	15 to 18 ins.	1.70	1.50	2 to 3 ft.	3.00	2.75
18 to 24 ins.	1.75	1.50	18 to 24 ins.	2.25	2.00	3 to 4 ft.	4.00	3.75
24 to 30 ins.	2.25	2.00	Blue Vase Juniper			Chinese mascula Juniper		
30 to 36 ins.	2.75	2.50	15 to 18 ins.	1.70	1.50	3 to 4 ft.	3.25	3.00
Globe American Arborvitae			Pfitzer Juniper (Gold Tip)			4 to 5 ft.	4.25	4.00
12 to 15 ins.	1.25	1.00	15 to 18 ins.	1.70	1.50	Chinensis columnaris Juniper		
15 to 18 ins.	1.50	1.25	30 to 36 ins.	3.50	3.00	2 to 3 ft.	2.75	2.50
18 to 24 ins.	2.00	1.75	Pfitzer Compacta Juniper (Kallay)			3 to 4 ft.	3.75	3.50
24 to 30 ins.	2.50	2.25	12 to 15 ins.	1.25	1.10	Sylvestris Juniper		
30 to 36 ins.	3.00	2.75	15 to 18 ins.	1.70	1.50	3 to 4 ft.	2.25	2.00
Globe Parson's Compacta Arborvitae			18 to 24 ins.	2.25	2.00	Sabina Von Ehron Juniper, staked		
15 to 18 ins.	1.75	1.50	24 to 30 ins.	2.75	2.50	2 to 3 ft.	3.00	2.75
Siberian Arborvitae			Pfitzer Compacta Juniper (Niek's)			3 to 4 ft.	4.00	3.75
(Thuja wareana)			12 to 15 ins.	1.25	1.10	Scopulorum Blue Haven Juniper		
15 to 18 ins.	1.25	1.00	15 to 18 ins.	1.70	1.50	2 to 3 ft.	2.75	2.50
18 to 24 ins.	1.75	1.50	18 to 24 ins.	2.25	2.00	3 to 4 ft.	3.75	3.50
Pyramidal American Arborvitae			24 to 30 ins.	2.75	2.50	4 to 5 ft.	4.75	4.50
18 to 24 ins.	1.50	1.25	Pfitzer Nana Juniper (Armstrong)			Sparta Juniper		
24 to 30 ins.	1.75	1.50	12 to 15 ins.	1.25	1.10	2 to 3 ft.	2.75	2.50
30 to 36 ins.	2.50	2.25	15 to 18 ins.	1.70	1.50	Virginiana Juniper (Red Cedar)		
3 to 4 ft.	3.00	2.75	18 to 24 ins.	2.25	2.00	2 to 3 ft.	1.75	1.50
4 to 5 ft.	3.50	3.25	24 to 30 ins.	2.75	2.50	3 to 4 ft.	2.25	2.00
5 to 6 ft.	4.00	3.75	Maneyi Juniper			4 to 5 ft.	3.00	2.75
Baker's Arborvitae			15 to 18 ins.	2.00	1.75	Virginiana burki Juniper		
24 to 30 ins.	1.35	1.10	18 to 24 ins.	2.50	2.25	2 to 3 ft.	2.75	2.50
30 to 36 ins.	1.60	1.35	Meyeri Juniper			3 to 4 ft.	3.75	3.50
Berckmans Golden Arborvitae			15 to 18 ins.	2.00	1.75	4 to 5 ft.	4.75	4.50
12 to 15 ins.	1.25	1.00	18 to 24 ins.	2.50	2.25	Virginiana Canaerti Juniper		
15 to 18 ins.	1.40	1.20	Repandens Juniper			2 to 3 ft.	2.75	2.50
18 to 24 ins.	1.70	1.50	15 to 18 ins.	1.25	1.10	3 to 4 ft.	3.75	3.50
24 to 30 ins.	2.25	2.00	18 to 24 ins.	1.75	1.50	4 to 5 ft.	4.75	4.50
Blue Cone Arborvitae			24 to 30 ins.	2.25	2.00	5 to 6 ft.	6.00	5.75
18 to 24 ins.	1.20	1.00	30 to 36 ins.	2.75	2.50	Virginiana Dundee Juniper		
24 to 30 ins.	1.45	1.25	Sabina Juniper			2 to 3 ft.	2.75	2.50
30 to 36 ins.	1.70	1.50	12 to 15 ins.	1.20	1.00	Virginiana glauca Juniper		
3 to 4 ft.	2.25	2.00	15 to 18 ins.	1.50	1.25	2 to 3 ft.	2.75	2.50
Bonita Arborvitae			18 to 24 ins.	2.00	1.75	3 to 4 ft.	3.75	3.50
15 to 18 ins.	1.35	1.20	Sabina horizontalis Juniper			Cupressifolia Juniper (Hillspire)		
18 to 24 ins.	1.70	1.50	15 to 18 ins.	1.70	1.50	3 to 4 ft.	3.75	3.50
24 to 30 ins.	2.25	2.00	18 to 24 ins.	2.25	2.00	4 to 5 ft.	4.75	4.50
30 to 36 ins.	2.75	2.50	Sabina tamariscifolia Juniper			5 to 6 ft.	6.00	5.75
Excelsa Arborvitae			15 to 18 ins.	1.75	1.50	Virginiana keteleeri Juniper		
24 to 30 ins.	1.45	1.25	Sabina Von Ehron Juniper			2 to 3 ft.	2.25	2.00
30 to 36 ins.	1.70	1.50	15 to 18 ins.	1.50	1.25	3 to 4 ft.	3.75	3.50
3 to 4 ft.	2.25	2.00	18 to 24 ins.	2.00	1.75	5 to 6 ft.	5.50	5.25
4 to 5 ft.	3.00	2.50	24 to 30 ins.	2.50	2.25	Fastigiata Juniper		
Fruitlandi Arborvitae			30 to 36 ins.	3.00	2.75	24 to 30 ins.	1.20	1.00
18 to 24 ins.	1.70	1.50	Sabina Von Ehron Juniper, globes			30 to 36 ins.	1.50	1.25
24 to 30 ins.	2.25	2.00	15 to 18 ins.	2.00	1.75	3 to 4 ft.	1.75	1.50
Mayhews Arborvitae			18 to 24 ins.	2.50	2.00	4 to 5 ft.	2.00	1.75
30 to 36 ins.	1.70	1.50	24 to 30 ins.	3.00	2.50	5 to 6 ft.	2.25	2.00
3 to 4 ft.	2.25	2.00	Sargentii Juniper			5 to 8 ft.	3.50	3.25
Newarkii Arborvitae			12 to 15 ins.	1.25	1.10	Cedrus atlantica		
24 to 30 ins.	1.45	1.25	Virginiana globosa Juniper			2 to 3 ft.	1.75	1.50
30 to 36 ins.	1.70	1.50	15 to 18 ins.	2.75	2.50	3 to 4 ft.	2.75	2.50
3 to 4 ft.	2.25	2.00	18 to 24 ins.	3.50	3.25	4 to 5 ft.	3.75	3.50
4 to 5 ft.	2.75	2.50	Virginalis Juniper			5 to 6 ft.	4.75	4.50
Andorra Juniper			15 to 18 ins.	1.50	1.25	Cedrus deodara		
12 to 15 ins.	1.25	1.10	18 to 24 ins.	2.00	1.75	2 to 3 ft.	1.75	1.50
15 to 18 ins.	1.50	1.25	24 to 30 ins.	2.50	2.25	3 to 4 ft.	2.75	2.50
18 to 24 ins.	1.75	1.50	Ames Juniper			4 to 5 ft.	3.75	3.50
24 to 30 ins.	2.25	2.00	2 to 3 ft.	2.75	2.50	Chamaecyparis plumosa, green		
30 to 36 ins.	2.75	2.50	3 to 4 ft.	3.75	3.50	2 to 3 ft.	2.00	1.75
Chinensis procumbens Juniper			Excelsa stricta Juniper			3 to 4 ft.	2.50	2.25
12 to 15 ins.	1.25	1.10	15 to 18 ins.	1.15	1.00	4 to 5 ft.	3.25	3.00
15 to 18 ins.	1.70	1.50	18 to 24 ins.	1.35	1.20	Chamaecyparis plumosa aurea		
Golden Canadian Juniper			24 to 30 ins.	1.75	1.50	2 to 3 ft.	2.00	1.75
15 to 18 ins.	1.70	1.50	30 to 36 ins.	2.25	2.00	3 to 4 ft.	2.50	2.25
Hetzl glauca Juniper			3 to 4 ft.	3.00	2.75	Austrian Pine		
12 to 15 ins.	1.20	1.00	4 to 5 ft.	3.50	3.25	2 to 3 ft.	2.25	2.00
15 to 18 ins.	1.45	1.30	5 to 6 ft.	4.00	3.75	3 to 4 ft.	3.25	3.00
18 to 24 ins.	2.00	1.75	Chinensis Iowa Juniper			4 to 5 ft.	4.25	4.00
24 to 30 ins.	2.50	2.25	2 to 3 ft.	2.75	2.50	5 to 6 ft.	5.50	5.25
30 to 36 ins.	3.00	2.75	Nova Juniper			White Pine		
Hetzl glauca Juniper, globes			2 to 3 ft.	2.25	2.00	2 to 3 ft.	2.25	2.00
15 to 18 ins.	2.00	1.75	3 to 4 ft.	2.75	2.50	3 to 4 ft.	3.25	3.00
18 to 24 ins.	2.50	2.00				4 to 5 ft.	4.25	4.00
24 to 30 ins.	3.00	2.50				5 to 6 ft.	5.50	5.25

	Each Per 10	Each Per 100		Each Per 10	Each Per 100		Each Per 10	Each Per 100
<i>Abelia grandiflora</i>			<i>Ilex crenata repandens</i>			<i>Lonicera yunnanensis</i>		
2 to 3 ft.	\$1.25	\$1.00	12 to 15 ins.	\$1.25	\$1.00	15 to 18 ins.	\$1.20	\$1.00
<i>Anise (Illicium)</i>			15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.50	1.25
2 to 3 ft.	1.50	1.25	18 to 24 ins.	2.00	1.75	<i>Loropetalum chinensis</i>		
3 to 4 ft.	2.25	2.00	24 to 30 ins.	2.25	2.00	15 to 18 ins.	1.15	1.00
<i>Barberry, julianae</i>			<i>Ilex crenata rotundifolia</i>			18 to 24 ins.	1.40	1.25
15 to 18 ins.	1.75	1.50	12 to 15 ins.	1.15	1.00	24 to 30 ins.	1.75	1.50
18 to 24 ins.	2.25	2.00	15 to 18 ins.	1.40	1.25	<i>Magnolia alexandrina</i>		
<i>Boxwood, harlandi</i>			18 to 24 ins.	1.65	1.50	4 to 5 ft.	3.75	3.50
8 to 10 ins. ....	.85	.75	24 to 30 ins.	2.25	2.00	<i>Magnolia glauca</i>		
10 to 12 ins.	1.15	1.00	30 to 36 ins.	3.00	2.75	2 to 3 ft.	1.75	1.50
12 to 15 ins.	1.40	1.25	3 to 4 ft.	4.00	3.50	3 to 4 ft.	2.25	2.00
15 to 18 ins.	1.65	1.50	<i>Ilex crenata rotundifolia, pyramids</i>			4 to 5 ft.	2.75	2.50
<i>Boxwood, sempervirens</i>			24 to 30 ins.	2.25	2.00	5 to 6 ft.	3.50	3.25
12 to 15 ins.	1.40	1.25	30 to 36 ins.	3.25	3.00	6 to 8 ft.	5.50	5.00
15 to 18 ins.	2.25	2.00	3 to 4 ft.	4.50	4.00	<i>Magnolia grandiflora</i>		
18 to 24 ins.	2.75	2.50	<i>Ilex glabra</i>			2 to 3 ft.	1.75	1.50
<i>Boxwood, welleri</i>			15 to 18 ins.	1.20	1.00	3 to 4 ft.	2.75	2.50
12 to 15 ins.	1.40	1.25	18 to 24 ins.	1.75	1.50	4 to 5 ft.	3.75	3.50
<i>Cleyera japonica</i>			24 to 30 ins.	2.75	2.50	5 to 6 ft.	5.50	5.00
15 to 18 ins.	1.20	1.00	30 to 36 ins.	2.75	2.50	<i>Magnolia rustica rubra</i>		
18 to 24 ins.	1.75	1.50	<i>Ilex opaca, seedlings</i>			4 to 5 ft.	3.75	3.50
<i>Elaeagnus fruticosa</i>			2 to 3 ft.	1.75	1.50	<i>Magnolia soulangeana</i>		
2 to 3 ft.	1.25	1.00	3 to 4 ft.	2.75	2.50	2 to 3 ft.	2.00	1.75
3 to 4 ft.	1.75	1.50	4 to 5 ft.	3.75	3.50	3 to 4 ft.	2.75	2.50
<i>Elaeagnus simoni</i>			5 to 6 ft.	5.50	5.00	4 to 5 ft.	3.50	3.25
2 to 3 ft.	1.25	1.00	<i>Ilex Croonenburg</i>			5 to 6 ft.	4.50	4.00
3 to 4 ft.	1.75	1.50	2 to 3 ft.	2.25	2.00	<i>Magnolia soulangeana nigra</i>		
<i>Euonymus alatus compactus</i>			3 to 4 ft.	3.25	3.00	3 to 4 ft.	2.75	2.50
18 to 24 ins.	1.50	1.25	4 to 5 ft.	4.25	4.00	<i>Magnolia stellata</i>		
24 to 30 ins.	1.75	1.50	5 to 6 ft.	5.25	5.00	18 to 24 ins.	2.00	1.75
<i>Euonymus coloratus</i>			<i>Ilex opaca fosteri</i>			2 to 3 ft.	3.00	2.50
18 to 24 ins.	1.25	1.00	2 to 3 ft.	2.25	2.00	3 to 4 ft.	4.50	4.00
24 to 30 ins.	1.50	1.25	3 to 4 ft.	3.25	3.00	<i>Nandina domestica</i>		
30 to 36 ins.	2.25	2.00	4 to 5 ft.	4.25	4.00	15 to 18 ins. ....	.90	.75
<i>Euonymus fortunei erectus</i>			5 to 6 ft.	5.25	5.00	18 to 24 ins.	1.20	1.00
15 to 18 ins.	1.25	1.00	<i>Ilex howardi</i>			24 to 30 ins.	1.50	1.25
18 to 24 ins.	1.50	1.25	2 to 3 ft.	2.25	2.00	30 to 36 ins.	1.75	1.50
24 to 30 ins.	1.70	1.50	3 to 4 ft.	3.25	3.00	<i>Nandina domestica, dwarf</i>		
<i>Euonymus japonicus</i>			4 to 5 ft.	4.25	4.00	15 to 18 ins.	1.15	1.00
18 to 24 ins.	1.15	1.00	5 to 6 ft.	5.25	5.00	18 to 24 ins.	1.40	1.25
24 to 30 ins.	1.70	1.50	<i>Ilex Hume No. 2</i>			<i>Osmanthus aquifolium</i>		
30 to 36 ins.	2.25	2.00	2 to 3 ft.	2.25	2.00	18 to 24 ins.	1.50	1.25
<i>Euonymus patens</i>			3 to 4 ft.	3.25	3.00	<i>Osmanthus fortunei</i>		
18 to 24 ins.	1.20	1.00	4 to 5 ft.	4.25	4.00	18 to 24 ins.	1.50	1.25
2 to 3 ft.	1.75	1.50	5 to 6 ft.	5.25	5.00	24 to 30 ins.	1.75	1.50
3 to 4 ft.	2.25	2.00	<i>Ilex Reynolds</i>			<i>Photinia serrulata</i>		
<i>Euonymus radicans,</i>			2 to 3 ft.	2.25	2.00	18 to 24 ins.	1.20	1.00
several selected types			3 to 4 ft.	3.25	3.00	2 to 3 ft.	1.75	1.50
15 to 18 ins.	1.20	1.00	4 to 5 ft.	4.25	4.00	<i>Viburnum burkwoodi</i>		
18 to 24 ins.	1.50	1.25	<i>Ilex Taber</i>			18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50	3 to 4 ft.	3.25	3.00	24 to 30 ins.	1.75	1.50
<i>Ilex cassine angustifolia</i>			4 to 5 ft.	4.25	4.00	30 to 36 ins.	2.25	2.00
3 to 4 ft.	3.50	3.00	<i>Ilex vomitoria</i>			3 to 4 ft.	2.75	2.50
4 to 5 ft.	4.50	4.00	15 to 18 ins.	1.15	1.00	<i>Viburnum chenaulti</i>		
<i>Ilex cornuta burfordi</i>			18 to 24 ins.	1.40	1.25	18 to 24 ins.	1.50	1.25
15 to 18 ins.	1.20	1.00	24 to 30 ins.	1.75	1.50	24 to 30 ins.	1.75	1.50
18 to 24 ins.	1.50	1.25	30 to 36 ins.	2.25	2.00	30 to 36 ins.	2.25	2.00
24 to 30 ins.	1.75	1.50	<i>Ilex vomitoria Pride of Houston</i>			3 to 4 ft.	2.75	2.50
30 to 36 ins.	2.50	2.25	18 to 24 ins.	1.40	1.25	<i>Viburnum juddi</i>		
3 to 4 ft.	3.50	3.00	24 to 30 ins.	1.75	1.50	18 to 24 ins.	1.50	1.25
<i>Ilex cornuta femina</i>			30 to 36 ins.	2.25	2.00	24 to 30 ins.	1.75	1.50
15 to 18 ins.	1.20	1.00	<i>Ilex vomitoria, dwarf</i>			<i>Viburnum rhytidophyllum</i>		
18 to 24 ins.	1.50	1.25	12 to 15 ins.	1.50	1.25	18 to 24 ins.	1.75	1.50
24 to 30 ins.	1.75	1.50	<i>Jasmine, floridum</i>			24 to 30 ins.	2.00	1.75
30 to 36 ins.	2.50	2.25	15 to 18 ins.	1.20	1.00	30 to 36 ins.	2.50	2.25
<i>Ilex cornuta Hume</i>			18 to 24 ins.	1.50	1.25	3 to 4 ft.	3.25	3.00
15 to 18 ins.	1.50	1.25	2 to 3 ft.	1.75	1.50	4 to 5 ft.	4.50	4.00
18 to 24 ins.	1.75	1.50	<i>Laurel, Cherry</i>			<i>White Dogwood</i>		
24 to 30 ins.	2.25	2.00	2 to 3 ft.	1.50	1.25	2 to 3 ft.	1.20	1.00
30 to 36 ins.	2.75	2.50	3 to 4 ft.	1.75	1.50	3 to 4 ft.	1.75	1.50
<i>Ilex cornuta rotunda</i>			4 to 5 ft.	2.25	2.00	4 to 5 ft.	2.25	2.00
12 to 15 ins.	1.50	1.25	5 to 6 ft.	3.50	3.00	5 to 6 ft.	3.50	3.00
<i>Ilex crenata convexa</i>			6 to 8 ft.	5.00	4.50	<i>White Dogwood (Cherokee Princess)</i>		
12 to 15 ins.	1.00	.80	<i>Laurel, English</i>			3 to 4 ft.	2.75	2.50
15 to 18 ins.	1.25	1.00	15 to 18 ins.	1.25	1.00	4 to 5 ft.	3.75	3.50
18 to 24 ins.	1.75	1.50	18 to 24 ins.	1.50	1.25	<i>Pink Dogwood</i>		
24 to 30 ins.	2.25	2.00	2 to 3 ft.	1.75	1.50	2 to 3 ft.	1.75	1.50
<i>Ilex crenata hetsi</i>			<i>Laurel, Zabeli</i>			3 to 4 ft.	2.75	2.50
12 to 15 ins.	1.20	1.00	15 to 18 ins.	1.20	1.00	<i>Live Oak, B&B</i>		
15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.75	1.50	3 to 4 ft.	2.75	2.50
<i>Ilex crenata latifolia, pyramids</i>			2 to 3 ft.	2.50	2.25	<i>Silver Maple, B&B</i>		
18 to 24 ins.	1.75	1.50	<i>Ligustrum lucidum (Black Wax)</i>			6 to 8 ft.	2.00	1.50
24 to 30 ins.	2.25	2.00	18 to 24 ins.	1.20	1.00	8 to 10 ft.	2.50	2.00
30 to 36 ins.	3.25	3.00	24 to 30 ins.	1.50	1.25	10 to 12 ft.	3.00	2.50
3 to 4 ft.	4.50	4.00	30 to 36 ins.	1.75	1.50			

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Juniperus chinensis sargentii
Juniperus chinensis sargentii
glauc

Juniperus procumbens nana
Juniperus sinensis Blaauw's
Juniperus scopulorum Blue Haven
Juniperus squamata meyeri
Juniperus virginiana burki
Juniperus virginiana canaerti
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JANUARY 5

General session, Francis W. Knight, Fort Wayne, presiding.

9 a. m.—"Garden Store Merchandising," by Garman Ludwig, Fort Wayne.

10 a. m.—"Knowing the Other Fellow," by Prof. Kline D. Habel, college of business education, Syracuse University, Syracuse, N. Y.

11 a. m.—A. A. N. report, by F. Raymond Brush, executive assistant, A. A. N. headquarters, Washington, D. C.

12 noon—A. A. N. luncheon, room 230. General session, Donald O'Rourke presiding.

1:30 p. m.—"Personnel Problems Through the Eyes of Employee and Employer," by Prof. Kline Habel.

2:30 p. m.—Business session, President James Maschmeyer presiding; election of officers.

Adjournment.

6:30 p. m.—Annual horticultural week banquet.

NORTH CAROLINA PLANS

The program for the 24th annual short course of the North Carolina Association of Nurserymen was recently announced. The course, to be held January 1 to 3, has headquarters on the campus of North Carolina State College, Raleigh.

Details of the program follow:

JANUARY 1

4 p. m.—Registration, main lobby, Union building.

6 p. m.—Buffet dinner, Union ballroom.

"You—1960," film and comments, with Dr. Bryson L. James, extension specialist, ornamental horticulture, N.C.S.C., moderating.

Opening of trade fair.

JANUARY 2

7:30 a. m.—Directors' breakfast.

9 a. m.—Opening session, Union theater; welcoming address, by Dr. H. Brooks, dean, school of agriculture, North Carolina State College; response, by Jerome Lindley, president, North Carolina Association of Nurserymen.

9:30 a. m.—"Landscape Design, Fundamentals and Techniques," by Richard C. Bell, Goodwin & Bell Landscape Architects, Raleigh.

10:20 a. m.—"Why Change?" by Dr. Bryson L. James.

11 a. m.—"Quarantine Problems of Interest to Nurserymen," by C. H. Brannon, division of entomology, North Carolina department of agriculture, Raleigh.

11:20 a. m.—"Lawn Grasses for North Carolina," by John H. Harris, in charge of extension horticulture, N. C. S. C.

11:50 a. m.—Lunch and business meeting, Union ballroom, with Jerome Lindley presiding.

2:15 p. m.—"Business Analysis for Greater Profits," by Robert L. Johnstone, extension farm management specialist, N. C. S. C.

3 p. m.—"Keeping an Eye on Plant Disease," by Dr. Frank A. Haasis, plant pathologist, N. C. S. C.

3:30 p. m.—"Ornamental Plant Nutri-

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Size 3 Top8 1/2" Bottom 6 1/2" High9" Weight per 100 Reg. 30 lbs. Heavy 70 Regular Weight 100 \$5.00 1000 \$47.50 Heavy Weight 100 \$6.75 1000 \$65.00	Size *4 Top10" Bottom 8" High10" Weight per 100-120 lbs. 100 \$11.00 500 \$52.50 1000 \$100 *Heavy Only -- For trees and shrubs	Size *5 Top12" Bottom 10" High12" LG POT Weight per 100-250 lbs. 20 30c ea. 100 \$27.50 500 \$125 1000 \$225 *For extra-heavy trees, large shrubs	Size Pan Top8 1/2" Bottom 7 1/2" High5" PAN Weight per 100 Reg. 30 lbs. Heavy 70 Regular Weight 100 \$5.00 1000 \$47.50 Heavy Weight 100 \$6.25 1000 \$60.00



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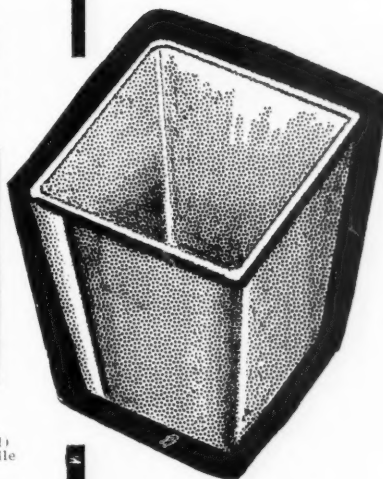
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Illinois	Quackenbush Industries, Inc., 9245 Cherry St., Franklin Pk.
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tion and Fertilization, by Dr. Robert Schramm, horticulture department, N. C. S. C.

4 p. m.—"Roses," by Glenn O. Randall, horticulture department, N. C. S. C.

6 p. m.—Annual N. C. A. N. banquet, with Dr. Fred Cochran, head, department of horticulture, N. C. S. C., presiding.

"Raising the Picture Just a Little Bit Higher," by Fred C. Galle, director of horticulture, Ida Cason Callaway Gardens, Pine Mountain, Ga.

JANUARY 3

9 a. m.—"Adapting Equipment for Particular Needs," by Fred C. Galle.

9:45 a. m.—"Are We Still Selling Model T's in the Modern Market?," by Dr. Fred J. Nesbet, Biltmore Estate, Asheville, N. C.

10:45 a. m.—"Plastics," by G. Victor Ball, George J. Ball, Inc., West Chicago, Ill.

11:30 a. m.—Research reports, "Fertilization of Container-Grown Plants," and "Propagation of Ericaceous Plants," by Dr. Thomas F. Cannon, horticulture department, N. C. S. C.

12 m.—Dutch lunch, Union ballroom.

1 p. m.—"Shade Trees, Pruning and Fertilization," by Dr. J. B. Gartner, horticulture department, N. C. S. C.

1:30 p. m.—"Do We Need a Nurserymen's Cooperative?," with Bryson L. James moderating.

2 p. m.—Visit to ornamental research farm and test gardens at Method, with Dr. Thomas F. Cannon as tour guide and moderator.

INDIANA ARBORISTS

January 4 to 6 are the dates set for the midwinter conference of the Indiana Arborists Association, to be held at the Memorial Center, Purdue University, Lafayette, Ind. According to the program released by Bill Smith, program chairman for the event, registration will begin at 3 o'clock Wednesday afternoon, January 4, with an informal social hour and an executive board meeting scheduled for that evening. Sessions of the remaining two days of the conference are arranged as follows:

JANUARY 5

9 a. m.—Welcome address, by Dr. E. C. Stevenson, head, department of horticulture, Purdue University.

9:30 a. m.—"Shop Kinks," by Karl Kuemmerling, Karl Kuemmerling & Associates, Inc., Canton, O.

10:30 a. m.—"Salesmanship," by Don Bowton, vice-president, Dale Carnegie Courses, Fort Wayne, Ind.

11:30 a. m.—Lunch.

1:30 p. m.—"Maple Blight," by Dr. R. L. Giese, department of entomology, Purdue.

2:15 p. m.—"Foliar Disease of Maples," by Dr. J. C. Carter, Illinois Natural History Survey, Urbana, Ill.

3 p. m.—"Root and Trunk Problems," by Dr. R. J. Green, Jr., department of botany and plant pathology, Purdue.

3:45 p. m.—"Maple Identification," by Dr. A. T. Leiser, department of horticulture, Purdue.

4:30 p. m.—"Fertilizer Problems," by Paul Tilford, executive secretary, National Arborist Association.

5:15 p. m.—Dinner.

7:30 p. m.—Open discussion, with a

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JANUARY 6

9 a. m.—"Microwave Magic," by Jack Phares, General Telephone Co. of Indiana, Fort Wayne.

10 a. m.—"Save Money with a Safety Program," by Ken Daniels, Hartford Accident & Indemnity Co., Indianapolis, Ind.

11 a. m.—"Wage-Hour Provisions of the Fair Labor Standards Act," speaker to be announced.

12 noon—Lunch.

1 p. m.—"Line Clearing," speaker to be announced.

2 p. m.—"Trees and Landscaping," by H. W. Gilbert and N. W. Marty, department of horticulture, Purdue.

3 p. m.—Adjournment.

WESTERNERS' PROGRAM

Sandwiches and coffee will be served Sunday evening, January 1, to members arriving early for the annual meeting of the Western Association of Nurserymen at the Bellerive hotel, Kansas City, Mo. Guest speaker at an informal session that evening will be Dr. Cynthia Westcott, Glen Ridge, N. J. The tentative program for the meeting proper, January 2 to 4, is arranged as follows, according to H. F. Danbury, secretary-treasurer:

JANUARY 2

9 a. m.—Registration.

1 p. m.—Lunch.

1:30 p. m.—W. A. N. business meeting, including treasurer's report and committee appointments.

2 p. m.—Address by Dr. Cynthia Westcott.

3:30 p. m.—Address by Dr. R. P. White, executive vice-president, American Association of Nurserymen.

8 p. m.—Address by Eric Lawson, Syracuse University, Syracuse, N. Y.

JANUARY 3

9 a. m.—Address by Eric Lawson.

10:30 a. m.—W. A. N. business meeting, including committee reports and election of officers.

11:30 a. m.—Lunch.

1:30 p. m.—Address by Dr. J. P. Mahlstede, Iowa State University, Ames.

3 p. m.—Address by H. L. Jacobson, weather bureau staff member.

7 p. m.—Banquet, with entertainment and dancing.

JANUARY 4

9 a. m.—Address by R. W. Lansford, University of Missouri, Columbia.

10:30 a. m.—Talk on credit in the nursery business.

11:30 a. m.—Adjournment.

ILLINOIS TURF MEETING

The University of Illinois announces that it will present the first Illinois turfgrass conference December 1 and 2 at Bevier Hall on the university campus at Urbana, Ill. Arranged and conducted by the U. of I. college of agriculture, with the cooperation of the Illinois Turfgrass Foundation, the conference program features a concluding panel discus-

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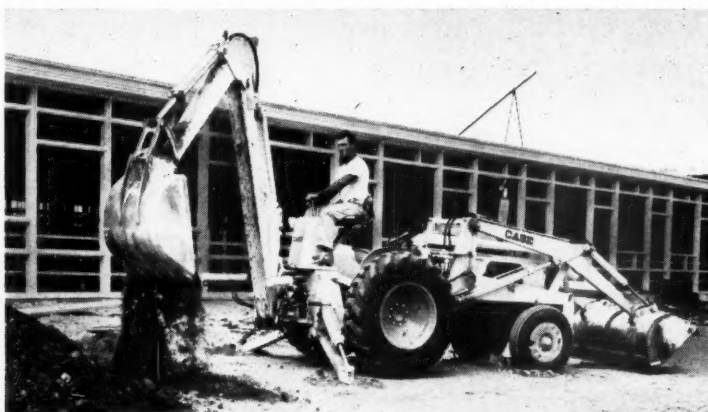
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Model 310 with 35 hp *Dynaclonic* or 42 hp gas engine gives you 5815 lbs drawbar pull (gas), power-turn steering. Available with bulldozer (shown), angling dozer, power-tilt or power-angling blades; or 3/4-yd high-dump front loader... rear winch, scarifier, backhoe, or hitch for multiple tools.

Powerful, work-and-run

Model 530 — Choice of 40 hp *Dynaclonic* diesel or 47 hp gasoline engine; shuttle-shift and power-steer, std. Available with 2000-lb loader, 14' backhoe, same attachments and mowers as Model 430.

CU-CL-273

J. I. Case Co., Dept. M1610, Racine, Wis.

Send details on Case *Utility* machines: ☐ diesel-powered ☐ gas

☐ 430 Wheel tractor ☐ 310 Crawler tractor

☐ 530 Wheel tractor with ☐ Loader ☐ Backhoe ☐ Mowers ☐ Dozers

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Company _____ Address _____

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CASE *Utility*



**SEE OUR
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JAPANESE YEW
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LINING-OUT STOCK

In Wide Assortment

Acer atropurpureum Bloodgood, Azaleas, Berberis, Cornus florida rubra, Evergreens, Ilex, Magnolias, Hybrid Rhododendrons, Taxus, in variety, etc., in 1, 2 and 3-yr. transplants at competitive prices. Write for list on business stationery.

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300 acres of choice Evergreens

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QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

DANEGGER'S HI-WAY NURSERY, INC.
P. O. Box 336 MILFORD, DEL.

sion December 2 on "Major Problems in Turfgrass Production in Illinois."

Faculty members of Purdue University and of Iowa State University will join professors from the U. of I. in presenting most of the sessions, which will cover turf establishment and management; control of turf insects, diseases and weeds; ground covers; soils, and fertilizers.

CONNECTICUT PLANS

Past President Warren Richards, Clinton Nurseries, Clinton, Conn., will welcome members of the Connecticut Nurserymen's Association to the Waverly Inn, Cheshire, Conn., when the group's 54th annual winter meeting is called to order Wednesday morning, December 28.

According to a tentative program released by Charles Barr, C. N. A. executive secretary, the business meeting will continue, after Mr. Richards' address, with reports of officers and committees, with a progress report on the gypsy moth program as a special feature.

Winners of C. N. A. scholarships will be introduced, and 4H Club awards will be presented before the association's officers for the coming year are elected and installed. Committee appointments will then conclude the business meeting.

A social hour, beginning at 11:30 o'clock, will precede the luncheon, at which the C. N. A. scholarship awards will be presented. F. Raymond Brush, executive assistant, American Association of Nurserymen, will be guest speaker. Unfinished business will then be disposed of, and the meeting will adjourn.

PENNSYLVANIA MEETING

The Pennsylvania Nurserymen's Association will hold its annual meeting at the Penn Harris hotel, Harrisburg, according to Wilbur I. Nisley, secretary of the association. The dates were set as February 1 and 2.

OREGON SHORT COURSE

The Oregon Association of Nurserymen will meet February 7 and 8 for its annual short course. Oregon State College, Corvallis, will again be the site for the sessions, it was recently announced.

NEW ENGLAND MEET

The annual meeting of the New England Nurserymen's Association will be held February 7 to 9, according to Erwin W. Whitham, secretary

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(Plant Patent No. 1617)

Well-established rooted cuttings from 2 1/4-in. pots, 6 to 8 ins., 50c.

2-yr., bedded transplants, 75c.

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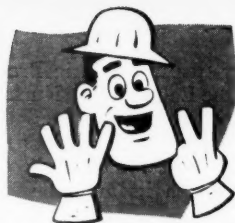
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In Big Timber and Small-
SEVEN out of **TEN**
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OREGON® Chain-
How About You?



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Regardless of use, species, size, you'll cut more timber with any make of saw when you equip it with genuine OREGON Chain.

True, that's a big claim. But it checks out: for years, the country over, 7-out-of-10* saw owners have chosen OREGON Chain again and again. Experience has taught them to count on OREGON for speed, toughness, long service . . . for maximum, money-making production.

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*Data from 1959 survey, "The Woodcutting Industry." Details on request.

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Growers of Spruce, Fir, Hemlock,
Juniper, Mugho Pine, etc.

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Homer City, Pa.

of the association. The Hotel Kenmore, Boston, Mass., was chosen as headquarters.

PLANT GROWERS MEET

February 11 has been set for the annual meeting of the New Hampshire Plant Growers Association, according to L. A. Dougherty, secretary. Putnam Hall at the University of New Hampshire, Durham, N. H., was chosen as headquarters for the business sessions.

MIDWEST TREE MEETING

An attendance of 450 is expected by the Midwestern chapter of the National Shade Tree Conference when it holds its winter meeting February 15 to 17 at the Hotel La Salle, Chicago, Ill. Secretary-treasurer Noel Wysong announces that program emphasis will be placed on new developments and research, particularly in the use of systemics for treatment of tree diseases.

MARYLAND SHORT COURSE

The date for the Maryland Nurserymen's Association short course has been set as February 16, according to Thomas T. Adams, executive secretary of the association. The University of Maryland campus, College Park, Md., was chosen headquarters for the sessions.

PENN STATE CONFERENCE

February 21 to 23 are the dates recently set for a conference of Pennsylvania nurserymen, according to Prof. R. P. Meahl, of Pennsylvania State University, University Park. The conference is being sponsored by the university, and headquarters will be on campus.

OHIO GROUP SETS DATE

Secretary-treasurer Marie Brandstaetter of the Lake County Nurserymen's Association announces that the Ohio nursery group will again hold a 1-day nurserymen's school in conjunction with its annual winter meeting, which is scheduled for February 22. Hellriegel's Inn, on Route 20, Painesville, O., will be the meeting place.

MASSACHUSETTS DATES

February 23 and 24 are the dates set for Massachusetts Nurserymen's Association's sixth annual short course. Waltham field station, University of Massachusetts, Waltham,

BAIER LUSTGARTEN AZALEALAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage, over 200,000 for fall and spring delivery. All B&B.

	Each		Each		Each
Amoena		Maxwelli		Favorite	
8 ins.	\$0.75	8 ins.	\$0.75	8 ins.	\$0.75
10 ins.	1.00	10 ins.	1.00	10 ins.	1.00
12 ins.	1.25	12 ins.	1.25	12 ins.	1.25
15 ins.	2.00	15 ins.	2.00	15 ins.	2.00
18 ins.	2.50	18 ins.	2.50	18 ins.	2.50
Coral Bells		Louise Gable		Polaris	
8 ins. ....	.75	8 ins.	1.00	8 ins. ....	.75
10 ins.	1.00	10 ins.	1.25	10 ins.	1.00
12 ins.	1.25	12 ins.	1.50	12 ins.	1.25
15 ins.	2.00	15 ins.	2.50	15 ins.	2.00
Hinodegiri		Rose Bud		Beethoven	
Our Hinos are very dark red.		8 ins.	1.00	8 ins. ....	.75
8 ins. ....	.75	10 ins.	1.25	10 ins.	1.00
10 ins.	1.00	12 ins.	1.50	12 ins.	1.25
12 ins.	1.25	15 ins.	2.50	15 ins.	2.00
15 ins.	2.00	18 ins.	3.50	18 ins.	2.50
18 ins.	2.50	24 ins.	6.50	20 ins.	3.50
20 ins.	3.50	Rose Greely		Johann Strauss	
24 ins.	5.00	8 ins.	1.00	8 ins. ....	.75
30 ins.	6.00	10 ins.	1.25	10 ins.	1.00
36 ins.	7.50	12 ins.	1.50	12 ins.	1.25
Orange Beauty, Kurume		15 ins.	2.50	15 ins.	2.00
8 ins. ....	.75	Addy Wery		18 ins.	2.50
10 ins.	1.00	8 ins.	1.00	20 ins.	3.50
12 ins.	1.25	10 ins.	1.25	24 ins.	5.00
15 ins.	2.00	12 ins.	1.50	Lilacina	
18 ins.	2.50	15 ins.	2.50	8 ins. ....	.75
Hino-Crimson		18 ins.	3.50	10 ins.	1.00
8 ins. ....	.75	24 ins.	5.00	12 ins.	1.25
10 ins.	1.00	Apple Blossom, Kurume		15 ins.	2.00
12 ins.	1.25	8 ins. ....	.75	18 ins.	2.50
15 ins.	2.00	10 ins.	1.00	20 ins.	3.50
18 ins.	2.50	12 ins.	1.25	24 ins.	5.00
Snow		15 ins.	2.00	Kaempferi	
8 ins. ....	.75	18 ins.	2.50	Hardest of all azaleas; sheared,	
10 ins.	1.00	20 ins.	3.50	well-budded, heavy.	
12 ins.	1.25	24 ins.	5.00	Othello, Salmon Beauty, Fedora and	
15 ins.	2.00	Daybreak, Kurume		Carmen	
Ledifolia Alba		8 ins. ....	.75	8 ins. ....	.75
8 ins. ....	.75	10 ins.	1.00	10 ins.	1.00
10 ins.	1.00	12 ins.	1.25	12 ins.	1.25
12 ins.	1.25	15 ins.	2.00	15 ins.	2.00
15 ins.	2.00	18 ins.	2.50	18 ins.	2.50
18 ins.	2.50	20 ins.	3.50	20 ins.	3.50
20 ins.	3.50	24 ins.	5.00	24 ins.	5.00
24 ins.	5.00			30 ins.	6.00
				36 ins.	7.50

Rooted cuttings of all above varieties ready November 1. \$50.00 per 1000.

1-yr., T., \$125.00 per 1000.

Our azalea beds are treated for shipment outside Japanese Beetle zone.

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Featuring shade and flowering trees in wide assortment.

Flowering shrubs, hedge plants, ground covers, evergreens, azaleas, vines, etc.

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Taxus	Magnolia
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All Sizes
All Stock Certified for
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Nursery Price List
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Mass., was again chosen as headquarters for the course, according to Richard S. Guild, executive director.

CANADIANS' SUMMER MEET

The 38th annual meeting of the Canadian Association of Nurserymen has been scheduled for mid-July, 1961, instead of a winter date, as usually set.

LANDSCAPE CLINICS

[Concluded from page 10]

ly by the atmosphere in which it is presented. The comfortable civic building gains the clinic or show a place with the better presentations in the community.

Door prizes are not given so much for their intrinsic value as for the air of informality that they produce when all gather at the end of a program series to see who the "lucky winners" are. Drawings should continue until the person with a winning ticket stub is found in the crowd. Those who leave early forfeit their chances.

In Smaller Communities

If you are located in a smaller community where a clinic would not be practical, an open house or public demonstration of landscape development may serve as well. Consult with local co-operative extension service personnel, nurserymen, garden center operators, park and cemetery people and garden groups to start a nucleus. A unique sort of education-promotion event geared to the needs of the community has every reason to succeed.

As the title of this article implies, landscape clinics are "cooking" right now. The 1961 version of landscape and garden "hot dishes" is on the way!

ROSE PUBLICITY

All-America Rose Selections, with the assistance of Donald E. Degnan Associates, New York city, N. Y., has distributed the fall issue of a new series of clip sheets, providing rose garden features for editors without charge. The stories and suggestions are said to have emanated from A. A. R. S. members and cover a range of interests in rose growing, including planting methods, new varieties, hybridizing facts and culture. Available illustrations are reproduced. The leading article in the current release points out advantages of fall planting of roses, concerning which a stapled-on note lists nine states in which the material is not applicable, because of the climate.

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Finished Landscape Material

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CASTANEA MOLLISSIMA

(Chinese Chestnut)

Blight-resistant Chinese Chestnut trees raised from a heavy-bearing strain originally obtained from the U. S. D. A. and now generally known as the Hemming strain.

	Per 10	Per 100	Per 1000
1-yr., 18 to 24 ins..	\$ 4.00	\$35.00	\$325.00
2-yr., 2 to 3 ft....	7.00	65.00	600.00
3 to 4 ft.....	10.00	85.00	750.00
4 to 5 ft., \$2.00 each.			

We have a nice supply of these, about 10,000 1 and 2-yr. trees. We also have some large specimens for landscape use.

EASTERN SHORE NURSERIES, INC.

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LINING-OUT STOCK

Taxus capitata, 2-yr., S.
Taxus, transplants, 3 to 4 yrs.
Boston Ivy, 1-yr., S.

Red Barberry, 2-yr., S.

Write for list.

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NORTHERN-COLLECTED

Hemlocks, Ferns, Wild Flowers
Trees, Shrubs

ISAAC LANGLEY WILLIAMS
EXETER, N. H.

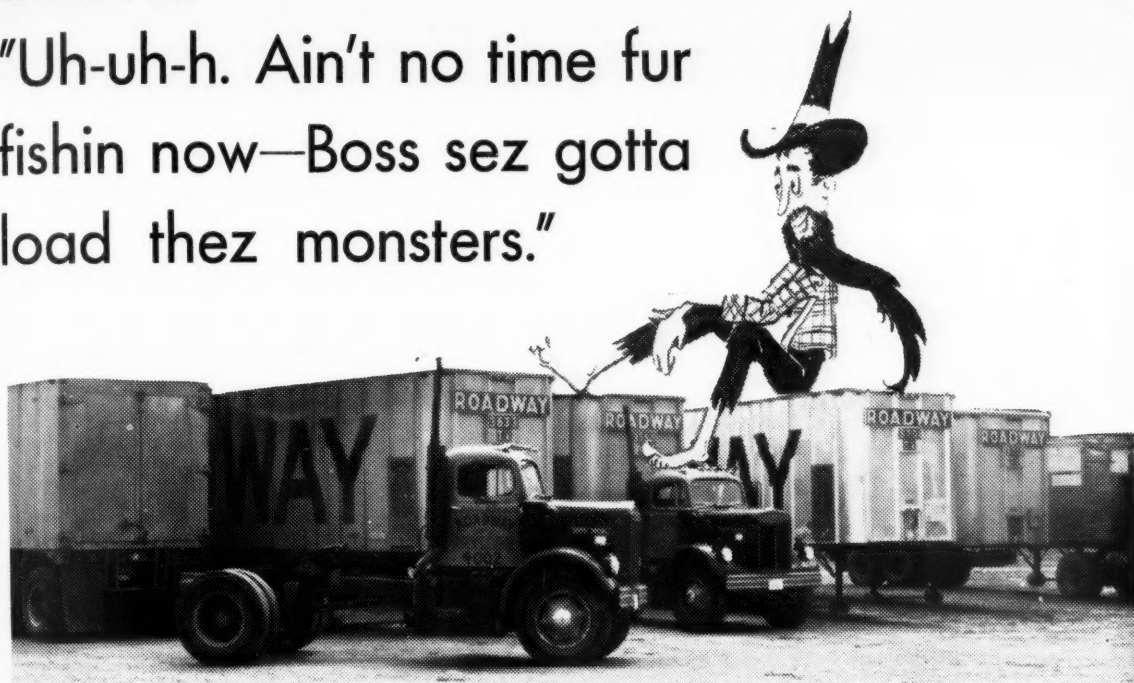
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By the 100 or 1,000,000
Write for free price list.

CANALE'S FOREST NURSERY

Shelocta, Pa.
Phone: Elderton, Fleetwood 4-2461

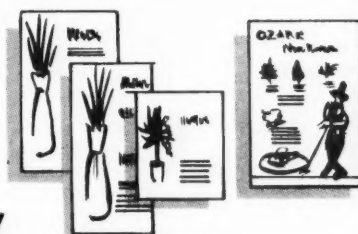
"Uh-uh-h. Ain't no time fur fishin now—Boss sez gotta load thez monsters."



Shor lotsa work kum'n up down hyar in the Ozarks. Them plants is lookin better'n I ever seed 'em befor. Boss called in them big trucks 'n sez to load 'em up. They's all fired up 'n reddy to take off fur furrin parts. Y'orter see the loads, too. Thar's all them plants, with all kindsa rappins. Sums got that bran' new burlap package on 'em, which is jest th' thing for nerserymen, sums bar'-root

'n sums balled 'n burlapped. Enyway, that's the healthies' crop we'ns ever seed down hyar. Better save frate'n let Ozark trucks kum rite t'yar store.

Ozark Ike Says - "Lotsa DEALER-AIDS"



MATS

Advertising mats furnished to aid promotions.



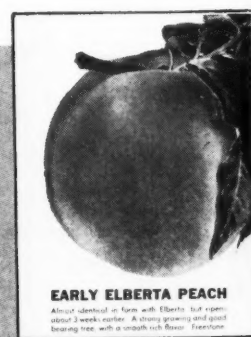
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Books for Christmas

Important New Books and Old Favorites

TREES and SHRUBS

The Book of Shrubs, by A. C. Hottes. Various lists of shrubs for many uses. Covers propagation, transplanting, pruning, soil requirements, etc. 448 p. 6th edition. (1952)\$4.95

The Friendly Evergreens, by L. L. Kumlén. Seed collecting, propagation, digging and transplanting, root pruning, insects and diseases. 500 illus., 82 in color. 240 p. (1946)\$10.00

Christmas Trees for Pleasure and Profit, by Chapman and Wray. Suitable land, species to plant, care of stock, laying out plantation, harvesting and marketing. 215 p., illus. (1957)\$3.75

Hollies, by Harold Hume. Chapters include American holly varieties, English, Chinese, Japanese, miscellaneous evergreen hollies, deciduous, caffeine, propagation, pollination, culture and holly pests. 241 p., 72 illus. (1953)\$6.75

Handbook of Hollies, edited by Harry William Dengler and 25 contributors to the American Horticultural Society. Fascinating, technically accurate, readable information about the shrubs and trees which are members of the holly family. Treats of culture, pruning, propagation, uses, care and diseases of hollies. 193 p. (1957)\$3.00

Trees for American Gardens, by Dr. Donald Wyman. Botanical and common names of 745 recommended trees. Secondary list of 1,600. Bloom, ornamental fruit, foliage colors, etc. 376 p. (1951)\$8.00

Shrubs and Vines for American Gardens, by Dr. Donald Wyman. Planting guide for nurserymen. Recommends 1,100 species and varieties; secondary list of 1,700. 800 blooming dates in sequence. Hardiness zone maps. 100 illus., 442 p. (1949)\$8.00

Ornamental Crab Apples, by A. F. den Boer. Information on principal species, foliage, time of flowering, fruit, forcing as pot plants and planting for various locations. Also planting, pruning, protection, propagation, diseases and insects. 226 p. 112 drawings, 4 color illus. (1959)\$4.95

The Pruning Manual, by E. P. Christopher. Provides the most comprehensive and authoritative information available on pruning all temperate-zone fruits, shade trees and ornamental shrubs. Sections are devoted to forestry, grafting, root pruning, wound treatment and tools. 320 p., illus. (1954)\$5.00

Complete Modern Tree Experts' Manual, by Richard Fenska. Diagnosis of tree troubles, fertilizing, transplanting, pruning, surgery, diseases, insects, spray materials, etc. Information for daily operations. 345 p., illus. (1956)\$7.00

PROPAGATION

Plant Propagation Practices, by James S. Wells. Information on water, heat, light, shading, methods of handling seeds and cuttings. Directions for grafting, layering and division, control of pests and diseases and preparation of stock for field planting. 344 p., illus. (1955)\$7.50

Plant Propagation, by Mahlstede and Heber. Basic principles and details of practice. New techniques of propagation, producing hybrids and seed production. 413 p., 188 illus. (1957)\$7.50

How to Increase Plants, by A. C. Hottes. Seeds, cuttings, bulbs, grafting, fruit stocks, annuals, perennials, conifers, trees and shrubs. 279 p., illus. (1956)\$3.50

Propagation of Plants, by M. G. Kains and L. M. McQuesten. Reference for propagators in nursery and greenhouse; also nursery management and pest control. 637 p., 375 illus., revised ed. (1942)\$6.95

Propagation of Trees, Shrubs and Conifers, by W. G. Sheat (English). Comprehensive material presented in encyclopedic form. Commercial practices in propagation. 479 p. (1948)\$5.00

Mist Propagation of Cuttings, by Patricia Rowe-Dutton, of Commonwealth Bureau of Horticulture (English). Techniques and equipment, used in U. S. and abroad, described and illustrated. Bibliography of 160 articles; 57-p. table of results with many species and varieties, 160 p., paper-bound, 40 illus. (1960)\$1.50

LANDSCAPE and DESIGN

Landscape for Living, by Garrett Eckbo. Latest theories and principles. Architectural record book. Covers background, theory and practice. 262 p., illus.\$10.00

The Art of Home Landscaping, by Garrett Eckbo. How to plan, build and plant to avoid wasting and spoiling outdoor space. Chapters include home planning, case studies, foundations, surfacing, enclosure, shelter, enrichment, plants and planting. Profusely illustrated with photos, drawings and sketches. 278 p. (1956)\$5.00

Gardens Are for People, by Thomas D. Church. Information and suggestions of value for the home beautifier and the professional landscape man. 243 p., profusely illus. (1955)\$10.00

Ground Cover Plants, by Dr. Donald Wyman. Describes 200 kinds of woody plants and herbaceous perennials for sun and shade. Hardiness, planting and maintenance. 175 p. (1956)\$4.00

Your Lawn—How to Make and Keep It, by R. M. Carleton. Valuable information for the homeowner as well as for nurserymen and landscapers. Grading, soil, feeding, diseases, pests and weed control. 176 p. (1959)\$3.00

Lawn and Landscaping Handbook, by T. H. Everett. Grasses, lawns, compost, mowing, foundation planting, fertilizing, diseases and pests. Diagrams and photos. 144 p. (1956)\$2.00

Landscaping with Vines, by Frances Howard. Detailed descriptions of 350 species and varieties of 112 genera. 230 pp., 28 full-page plates, 44 line dr. (1959)\$6.00

65 Practical Garden Plans, by John Elliott. For crowded areas, cities, back yards, outdoor living rooms. Illus., 48 p. (1950)\$1.00

Landscaping for Modern Living. For new and old gardens. Hundreds of practical ideas. 248 photos, 210 drawings and 9 plans. 190 p. (1959)\$2.00

Complete Home Landscaping and Garden Guide, by R. P. Korbold. Includes gardening, grading, soils, drives and walks, foundation plantings, lawns, outdoor living areas, shrubs and flowers, ground covers, tree care and regional planting guide. 368 p. (1954)\$4.00

Landscape Sketching, by Arthur Black. Shows fundamental pen and ink strokes and how to apply to component parts of landscape. 110 p. (1951)\$5.00

Sunset Patio Book. Covers planning, structure, furniture, garden pools, planting trees and vines, electricity, radiant heat, lawn building and the lanai. 174 p., profusely illus. (1952)\$2.00

INSECTS and DISEASES

Diseases and Pests of Ornamental Plants, by Pirone, Dodge and Rickett. Comprehensive, authoritative reference book brought up to date. Describes diseases and pests of nearly 500 genera, alphabetically presented. Detailed explanation for each plant. Instructions on fungicides, insecticides, other control practices and equipment. Long the standard work. 3rd ed., 775 p., 221 illus. (1960)\$10.00

Gardener's ABC of Pests and Diseases, by A. W. Dimock. Foliage diseases, insect pests, seeds and cuttings, root and crown troubles, sprays and dusts. 191 p. (1953)\$2.00

The Gardener's Bug Book, by Cynthia Westcott. Dictionary of pests and how to apply. Check list of pests and their control. 32 color plates, 94 line drawings. 597 p. (1956)\$7.50

Insect Guide, by Ralph B. Swain. How to recognize the larger groups of insects. More than 450 illus., 330 in color. Covers more than 25 insect species. 261 p. (1948)\$3.00

MISCELLANEOUS

- Japanese Art of Miniature Trees and Landscapes; Their Creation and Care, by Yoshimura and Halford. Propagation, potting, training, care of bonsai, soils and tools. 220 p., illus.\$7.50
- Growers' Guide to Bedding Plants, by C. H. Potter. Covers soil, seeds, propagation, transplanting, pests and diseases, vegetable plants, geraniums, culture tips, 4-p. reference chart. 64 p. illus. (1953)\$1.00
- Garden Plants in Color. Picture plate book, edited by Dr. H. T. Skinner. For reference or sales manual. Over 100 sheets and 420 full color illus., showing botanical and common names, plus adequate descriptions. Includes: Broad-leaved evergreen shrubs, azaleas, camellias, rhododendrons, flowering shrubs, shade and flowering trees, vines and ground covers. Choice of loose leaf or case bound. (1958)\$42.50
- Contemporary Perennials by Robert W. Cumming and Robert E. Lee. Up-to-date reference book on current species and varieties of perennials. Alphabetical list includes data on uses, culture and propagation of about 140 genera and over 500 species. 363 p., 100 line drawings. (1960)\$6.95
- Operating a Garden Center, by John J. Pinney. Complete series of articles. More illustrations have been included to make the book more interesting and valuable. 128 p. (1957)\$3.00
- Have You Tried Perennials?, by C. H. Potter. Propagation, soil, field care, pests and diseases, culture and marketing. 160 p., illus. (1959)\$3.00
- Standard Cyclopedia of Horticulture, by L. H. Bailey. Descriptions, botanical and common names and concise notes on culture and propagation. It contains detailed discussions of more than 40,000 plants, besides general articles. This work has long ranked as the most complete on horticulture in America. 3,680 p. 3-vol. set \$52.00

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- Tree Maintenance, by P. P. Pirone. Transplanting, fertilizing, pruning, bracing and spraying, diseases and insects. Trees suitable for various locations. Detecting tree troubles. Modern machinery suggested. 483 p. (1959)\$10.00
- Grounds Maintenance Handbook, by H. S. Conover. Public, industrial and commercial grounds. Turf. Shrubs and perennials. Insect and disease control. Weeds. Soil erosion. Roads, parking and picnic areas. 438 p. (1958)\$10.75
- Our Garden Soils, by C. E. Kellogg. How to maintain proper amounts of organic matter and moisture, how to control soil acidity and how to balance plant nutrients. 232 p. (1952)\$4.00

SOILS and FERTILIZERS

- Commercial Fertilizers, by G. H. Collings. Textbook on manufacture and use. Plant nutrition, fertilizer practices and fertilizer manufacture. 5th ed., 617 p. (1955)\$8.50
- Soil Sterilization, by W. J. C. Lawrence. Covers heat and chemical sterilization and treatment of soil. 169 p., illus. (1956)\$4.25
- Seed and Potting Composts, by W. J. C. Lawrence and J. Newell. Preparation and use of John Innes composts, with special reference to soil sterilization. Illus., 160 p. (1950)\$2.00
- The Nature and Properties of Soils, by Lyon, Buckman and Brady. Plant nutrients, soil formation, mineral soils, liming and fertilizers. 591 p. (1952)\$6.25

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COVER ILLUSTRATION**Tsuga Diversifolia**

The Japanese hemlock was first introduced into England from Japan in 1861 and probably came to America shortly thereafter. It is distinct among the hemlock species in that it is densely pyramidal in habit, as the illustration on the front cover well shows. The plant portrayed on the cover has been growing in the Arnold Arboretum at Boston, Mass., since 1897, when it was obtained as seed from Tokyo.

It has been perfectly hardy during that period, but cannot withstand as low temperatures as can the two native species, *T. canadensis* and *T. caroliniana*. One of the reasons why this species always appears to be so dense is that the needles may remain on the branchlets eight to 10 years, while those of the Canada hemlock usually fall off at the end of four years and those of the Carolina hemlock drop after about five years.

The Siebold hemlock, a close relative in Japan, grows into a standard tree, with an open branching system not unlike many of our other evergreens. Because of this, it is not sufficiently distinctive to be recommended here. The Japanese hemlock does have the densely pyramidal, almost clipped appearance, which tends to give it good quality for ornamental planting.

Both of these Japanese natives are differentiated from other members of the tsuga group because their needles are notched at the tips. The Japanese hemlock has pubescent 1-year branchlets, while Siebold's hemlock has glabrous branchlets.

Of the exotic hemlocks from other continents, *Tsuga diversifolia* makes the best ornamental for all but the extreme southern United States. Its rounded pyramidal habit, dense foliage and dark evergreen needles make it a neater and smaller tree than the other hemlocks, although it is lacking in the graceful branching habit of the two eastern native species.

Donald Wyman.

DEAN PLATT, Platt's Landscape Nursery, Waterloo, Ia., was elected third vice-president of the Iowa State Horticultural Society at its recent annual meeting at Ames.

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

USES OF A MICROSCOPE

The most useful tool a nurseryman can carry in a pocket, next to a pocketknife, is a hand lens, or magnifier. Similarly, one of the most useful instruments he can possess is a microscope. It has always seemed a bit odd to me that most of us who studied considerable botany and its related sciences in college rarely think of the microscope as a tool of continued usefulness. If there is any inclination to possess one, it is generally just for the pleasure it can afford.

Both the hand lens (simple microscope) and the compound microscope are useful to the nurseryman in many ways. The hand lens is highly useful in examining plants for tiny insect pests and mites and their eggs, as well as for determining the presence of fungi and identifying them. In a previous article I mentioned using a microscope for the identification of nematodes. These pests are being given increasing attention, so that everything one can learn about them will be important.

These are the usual uses, but there are others. Magnification in some degree is a necessary aid in almost any hybridization or plant-breeding project. Even the larger flowers are best examined under a lens in studying the stamens, pistil and pollen. The study of pollen is quite an intricate one, for the variation in size and nature is great. Some pollen is quite large; some is so small that it cannot be seen as individual grains under anything less than a compound microscope. Ragweed pollen, the cause of most hay fever, is one of these, as is the pollen of some of the conifers.

Aid in Plant Breeding

Another obvious use of the microscope is in plant breeding experiments where the flowers are minute. Partly because of the ease of carrying on hybridization in plants with large flowers, most of the work has been done with these. There are many choice ornamentals with minute flowers that offer opportunities for plant creation of new varieties and clones.

The microscope might be useful in answering questions as to why pollination in some plants fails to pro-

duce fertilization. An example is the inability to make *Lycoris squamigera* produce seeds. In still another branch of the same field, a study of microscopic qualities in stem and leaf structure might indicate the reasons for hardiness or the lack and might simplify the way of pointing out qualities that would increase the hardiness of individual species.

The simple microscope is useful to the nurseryman who does much seed propagation. Some seeds, of course, are so small that one almost needs a lens to see them, and one certainly does need a lens to see if they are viable. It can save considerable labor if seeds are examined for that purpose. We often find *Cedrus deodara* and *Cunninghamia lanceolata* have a low proportion of good seeds. We sow the seeds accordingly and obtain a normal looking stand in a flat instead of the dozen or so plants that we might get if we did not do that.

Fruit growers use the lens or the microscope in the examination of blossoms for frost damage; a similar use by nurserymen in determining like injuries in plants would be possible.

Hobby Possibilities

Earlier it was mentioned that the possession of a microscope is often considered for the pleasure it can afford. Actually this can be great, particularly for one keenly interested in plants. Such interest makes an ideal hobby pursuit for the nurseryman. With the microscope one seems to enter a new and different world. Minute parts of plants always seem to be more attractive and painstakingly designed than the normal-size features visible to the unaided eye. In fact, nature in the microscopic world has often been used as a source of designs for patterns on textiles, etc.

There are a number of combined useful hobby possibilities, such as a study of pollen, of seed and stem cross-sections and even of roots. The infinite variety of hairs to be found on foliage is quite intriguing.

To some, the idea of needing a microscope to aid his business may seem an added complication, but the instrument can provide both pleasure and profit.

FALL, 1960

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"Brain Storming"
Session in
Massachusetts

By Richard S. Guild

The fall meeting of the Massachusetts Nurserymen's Association, at the Waltham field station, Waltham, October 26, employed the discussion method technique to determine what the membership feels are the most important areas in which the association should spend its time.

The program was entitled "Brain Storming" and followed a technique developed by Donald Phillips, president of Hillsdale College, Hillsdale, Mich.

Leading the meeting was James G. Roberts, executive vice-president of the Greater Boston chamber of commerce. Mr. Roberts, who served as manager of the United States Chamber of Commerce, Southwestern Division, has conducted many similar meetings for trade and commercial organizations.

Before starting the discussion Mr. Roberts stressed the importance of having a strong association. He said that too often association members disagree on small things and let the really important points go by without giving proper support to them. He indicated the three major elements of a strong association as (1) men and women, (2) proper financing and (3) program and goal.

With these elements as a guide, the 50 members present, seated at tables of six or seven, discussed the subject, "What would you like to have your association do for you that it is not now doing, and with which you will help." Each member had an opportunity to express his opinion and after a 10-minute period the secretary reported the idea that his table felt was most important.

Thirteen suggestions were made and reviewed by the executive director. Other ideas not announced by the tables were submitted to the chair for consideration at a later time.

After the discussion session the rest of the meeting was devoted to committee reports and current association business.

C. A. BOYER, chief of the plant industry division, Michigan department of agriculture, Lansing, has accepted the chairmanship of the National Plant Board.

TEST HIGHWAY HEDGE

The Connecticut highway commission last month conducted a series of crash tests of a stock automobile by sending it hurtling into a multiflora rose hedge.

Miss Patricia Jones, Chrysler safety consultant, drove a Dart Seneca 4-door sedan into the rose hedge at various speeds and angles, to determine the effectiveness of the Rosa multiflora japonica in bringing a car to a halt before it crosses into an oncoming lane.

This was the first "in use" test of Connecticut's rose hedge under actual highway conditions. Tests at slower speeds under artificial conditions had previously indicated the usefulness of the half-mile section of the Wilbur Cross parkway (Route 15) which was planted with the multiflora bushes in double-row hedges in 1956. Another 15 miles, requiring about 150,000 bushes, is scheduled to be planted.

In Miss Jones's first test, on a southbound drive, she sent the 3,500-pound car into the multiflora hedge at a 30-mile-per-hour speed. The bushes slowed the car to 15 miles per hour in the 45 feet it traveled before emerging onto the northbound opposite lane. In the second test, the car hit the hedges at 35 miles per hour on a 10-degree angle. The hedge slowed the car to 10 miles per hour in approximately 60 feet. On the third try, Miss Jones sent the car into a section of hedges planted four years ago. The car, hitting at 40 miles per hour on a 5-degree angle, was slowed to five miles per hour before emerging on the opposite lane some 80 feet from the point of impact.

Connecticut highway commissioner Howard Ives, in charge of the tests, noted that the hedges were not yet fully mature, that only one row of them had been tested, that they had been planted four feet apart and that cold weather had deprived them of some of their resiliency. He is convinced a double row of mature hedges, planted close together, could stop a car at normal speeds.

CHANGE IMPORT ACT

A quarantine revision effective October 29, 1960, terminated the requirement that evergreen rhododendrons, as well as deciduous types with foliage, imported into this country should be grown under post-entry quarantine. This requirement was promulgated in 1956 to prevent the entry of the rust organism *Chrysomyxa ledi rhododendri*, which attacks spruce as its alternate host in

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other countries. At that time an attempt was being made to eradicate an introduction of the fungus in the Pacific northwest. During the work with the domestic infection along the Pacific seacoast it was found the rust does not in that region produce the spore stage that is the cause of infection in spruce. Efforts at eradication have therefore been discontinued. Rust damage to rhododendron plants has been considered negligible.

HEMLOCKS

[Continued from page 13]

ies considerably. Those native on the Pacific coast are hardy only in zone 6 and so have restricted use in the eastern United States. This is the form that grows quickly, reaches 200 feet in height and is one of the most valuable timber trees of the Pacific coast.

The slower-growing form, which should be termed the variety *glauca*, is native in the Rocky mountains and is perfectly hardy in zone 4. In fact, it has not been injured in the Arnold Arboretum. Unfortunately, it is not deep rooted and can be blown over by high winds. Also, some varieties as they reach 40 to 50 feet in height have rather wide-spreading branches, which we have found are easily broken in high winds.

As a rapidly growing pyramidal evergreen specimen, it is one of the best. Nurserymen should give this plant, and its varieties, much more attention than they have been doing, propagating it asexually, as they do hemlock variants. It holds its needles well when cut, hence makes a fine Christmas tree. It is easily distinguished from other narrow-leaved evergreens because of its soft needles; peculiar, pendulous cones, and long, pointed terminal end buds, which have many scales. Varieties of *Pseudotsuga menziesii* are:

P. m. caesia—Zone 6; leaves bluish green.

P. m. compacta—Zone 5, with compact, conical growth.

P. m. fastigiata—Zone 6, fastigate habit.

P. m. glauca—Zone 4; the hardier Rocky mountain form, which has several variants to be noted in this listing as hardy in zone 4. This form is slower in growth than that of the Pacific coast, is denser and has bluish-green needles.

P. m. Glauca Pendula—Zone 4; the pendulous - branched, hardier form.

P. m. globosa—Zone 4; dwarf and globose.

P. m. pendula—Zone 6; the pen-

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4-yr., T., 7 to 14 ins.	\$75.00
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4-yr., T., 10 to 16 ins.	55.00
2-yr., S., 4 to 8 ins.	18.00
White Spruce	
4-yr., T., 10 to 16 ins.	49.00
4-yr., T., 5 to 9 ins.	32.00
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4-yr., T., 8 to 12 ins.	60.00
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4-yr., T., 5 to 10 ins.	85.00
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4-yr., T., 7 to 12 ins.	50.00
4-yr., T., 5 to 7 ins.	40.00
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4-yr., T., 12 to 20 ins.	60.00
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Balsam Fir	
4-yr., T., 9 to 14 ins.	60.00
2-yr., S., 2 to 4 ins.	12.00
Scotch Pine (Spanish Sierra or French Auvergne)	
3-yr., T., 7 to 14 ins.	45.00
8 to 12 branches per plant	15.00
2-yr., S., 7 to 10 ins.	15.00
Scotch Pine, nonyellowing	
4-yr., T., 12 to 16 ins.	60.00
8 to 12 ins.	35.00
Scotch Pine (Bavarian)	
4-yr., T., 10 to 14 ins.	50.00
8 to 10 ins.	30.00
Scotch Pine (Austrian Hills)	
4-yr., T., 12 to 16 ins.	40.00
2-yr., S., 8 to 12 ins.	15.00
Austrian Pine	
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2-yr., T., 4 to 6 ins.	20.00

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P. m. pumila—Zone 4; dwarf, compact, globose.

P. m. viridis—Zone 6; the Pacific coast type, not so hardy as that native of the Rocky mountains.

Hemlocks To Discard

Tsuga canadensis varieties:

albo-spica—Tips of young shoots white.

argentea—Poor foliage color.

atrovirens—Differs only slightly from *macrophylla*.

aurea—Foliage tinged yellow, often looks sickly and sometimes reverts to normal green when moved to better soil.

cinnamomum—Slow growing, small leaves.

compacta—A good name, but our plant, 30 feet tall, has not aged well. Its foliage is good and close set, but the branching is rather loose and open. Apparently this, at maturity, does not make nearly so good a specimen as does Fremd.

Deep Green—Synonymus with *atrovirens*.

gracilis—Similar to *microphylla*.

Hiti—Dense and pyramidal, but our plant, 18 feet tall and 12 feet across at base, has more and more normally open branching as it matures.

Huss—Very dwarf, short twiggy branches and short closely placed leaves. Originated with Mr. Huss, superintendent of parks, Hartford, Conn., years ago.

Jenkins—Merely a variant of *microphylla*, originated at Chestnut Hill, Philadelphia, Pa., prior to 1932.

minima—A very slow-growing plant.

minuata—Plant is too dwarf; a 50-year-old specimen is only two feet tall, annual increase only about one centimeter. Most dwarf of all forms.

microphylla—The needles are too small; plant looks as if many needles had dropped, because of very thin foliage.

nana—Irregular growth and yellow-green foliage.

parvula—Needles too small.

prostrata—A prostrate form.

pumila—Plant is too dwarf, only two feet high in 10 years.

pyramidalis—Synonym of *columnaris*.

pyramidata—Similar to *columnaris*.

sparsifolia—Poor foliage.

Stranger—Named by Cherry Hill Nurseries, West Newbury, Mass., in 1939, somewhat similar to variety *compacta*.

variegata—Poor foliage color.

chinensis—Has not proved reliably hardy in the Arnold Arboretum.

dumosa—Native of Himalayas, hardy only in zone 7.

heterophylla argenteo-variegata—Poor foliage.

jeffreii (*mertensiana* x *heterophylla*).

mertensiana—Native from Alaska to California, but only suitable for planting in restricted areas at definite altitudes there.

mertensiana argentea—Same as for species.

mertensiana macrophylla—Same as for species.

sieboldii—Not sufficiently different as an ornamental from recommended types.

yunnanensis—Differs little from *chinensis* (zone 6).

Pseudotsuga sinensis—Probably not hardy.

Pseudotsuga japonica—Not superior as an ornamental to our native species.

Pseudotsuga menziesii argentea—Poor color.



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PLANT NOTES HERE AND THERE

By C. W. Wood

Some Western Erysimums

Erysimum asperum probably should not be restricted by calling it a western plant, because, in addition to being found over much of the west, it is widespread throughout North America. Being widespread, it has varied not a little in height, flower color and duration. As to the last factor, it has usually behaved as a biennial in my trials, generally blooming itself to death the second year. As to color, it runs from the palest yellow to the orange of what was long known as *Cheiranthus allioni* and is now included in *E. asperum*.

It has been my experience that *erysimums* from the high mountains are more likely to be of a perennial nature than are the lowland species. Thus, *E. nivale*, from the mountains of Colorado, was not only a good perennial, but it was also a good garden plant. It had bright, pale yellow, cross flowers, as much as an inch across, in spring. From the same region and with about the same stature came *E. amoena*, with flowers of a peculiar shade of color, perhaps best described as brownish.

However, of more interest to me is the little perennial wallflower which I had about 15 years ago from Vancouver island under label of *E. torulosum*. The name seems to cover several forms or, perhaps, more than one species, for I had plants to 18 inches in height from seeds collected in Washington. The latter, with their spatulate, basal leaves to three inches in length and yellow flowers in a terminal raceme, closely approximated the description of the species recorded in "Hortus." It was always a biennial in my trials.

On the other hand, the form from Vancouver grew only six inches tall, the flower stems springing from a rosette of pretty, narrow, deep green, basal leaves in spring. Instead of showing the greenish yellow of most *erysimums*, it was a deep, rich yellow without a blemish and, in addition, had a delightful fragrance. It grows easily in pure sand and gravel with a little leaf mold added for nourishment. My source for seeds recommended full sun, but I found some shade during the middle of the day was beneficial. Plants are readily grown from seeds when available, and they would, I believe, make good

garden plants in the perennial form. Do not get discouraged if you get a gawky biennial with mustard-yellow flowers under the name of *E. torulosum*, but keep on until you find the perennial mentioned above. I cannot vouch for the name *torulosum* being correct for it, but that is its name among northwestern gardeners.

Linum Flavum

I should like to say a few words in praise of *Linum flavum* and some of its kin, especially pointed to growers in the warmer and not-too-cold sections of America. Material from the northern part of the type's range should be hardy in all except the coldest sections, but, generally speaking, I do not count *flavum* this far north. However, its near relative, known in gardens as *L. orientale*, which is somewhat shrubby at the base instead of being herbaceous as is *L. flavum*, cannot stand northern Michigan winters at all. One finds several other names in gardens of

plants closely related to, or identical with, *L. flavum*. Thus, *L. campanulatum*, as available in seeds, is scarcely distinguishable from *flavum*. Even *flavum* itself varies not a little from garden-saved seeds, the flower color running all the way from the usual color of the yellow-flowered flaxes to a bright orange. It is my opinion that the better selections of *L. flavum*, in both color and hardiness, would make good property for any neighborhood grower.

Before closing the subject, I might well say a few words about *L. arboreum*, another yellow-flowered kind from southeastern Europe, for it is sometimes substituted for *L. flavum* and vice versa. Really, there is no reason for the confusion, because *L. arboreum* is always shrubby, as its name implies. And it is never hardy in latitude 45 degrees north, so far as I know.

Friends in England tell me of a small shrubby kind, on the order of a 2-inch *L. arboreum*, which they

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claim to be the best of the yellow-flowered kinds. They say that it never sets seeds; so I shall never know what it looks like except from what is said, and that is: "A 2-inch mound of little, spatulate, glaucous leaves and large (for the size of the plant) yellow flowers, almost as large as those of *L. arboreum*, of the same glorious yellow." It is known under several names in Europe, including a garden form of *L. aretioides*, a *L. arboreum* variety and *L. elegans ibridifolium*.

Dracocephalum Forresti

After an absence of many years, I had a small planting of the Chinese dragonhead, *Dracocephalum forresti*, in the garden in 1959, reminding me again that the genus has more to recommend itself to gardeners than its rare occurrence would indicate. Of course there are poor relations in the genus that might discourage a gardener if he happened to get one of the poorer ones the first time, but many of the species have special merit for special conditions, including that of late summer and autumn flowering, and all of the available kinds are easily satisfied.

Of these, the one here mentioned is a good example. It may not be hardly this far north in Michigan, for I have always lost it during winters of little snow like that of 1959-60. But aside from that it has most of the good qualities of a good garden perennial, including a long blooming season, covering all the time from early August until the frosts of October. During that time, it produces a succession of blue-purple flowers, in whorls, on stems from 12 to 18 inches tall. And all that for no trouble at all. It has the added attraction of succeeding in almost any garden soil in sun or part shade, perhaps with a preference for the former. It grows readily from seeds, often blooming the first year from an early sowing.

Delphinium Wellbyi

A Maryland correspondent has asked about the hardiness of *Delphinium wellbyi*, in his state. The plant comes from Abyssinia and probably would not be able to stand the winters outside the deep south. It could not take the cold blasts in northern Michigan, even when wintered in well-protected frames, and I do not remember ever bringing it to the flowering stage, despite efforts to keep it several times when it first came to notice. I am told that it is a lovely delphinium, with fragrant blue flowers, to two inches across, in

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(3-0), 3 to 6 ins.	6.00	24.00	22.00
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(2-1), 3 to 6 ins.	8.00	32.00	28.00
(3-0), 10 to 16 ins.	6.00	28.00	22.00
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(3-0), 6 to 10 ins.	6.00	20.00	16.00
Douglas Fir (<i>Taxodium glauca</i>)			
(2-1), 5 to 10 ins.	8.00	35.00	32.50
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a raceme at the top of 2-foot stems. It is also said to have a month-long flowering period in spring and to do well in ordinary soil, in sun.

Epilobium Isobel

Since I saw this pretty willow herb or fireweed, as you prefer, a form of *Epilobium angustifolium*, in Canada several years ago, I have been waiting (in vain, incidentally) for it to show up in the United States. It is mentioned now with the hope that one or more of our specialists will take up the genus and give our gardeners the benefit of the large amount of good material held in it. If the hybridizers confine themselves to *E. angustifolium* alone, they will find a broad field for their work and may eventually be able to approximate the dozen or more named forms one finds in some European gardens—material varying from pure white through many shades of pink to purple and from a foot or two to six or seven feet in height.

Cupid's-Dart

Speaking of specializing in the preceding paragraph, I am reminded of the apparent opportunities in Cupid's-darts, catananche. It now varies enough to make the sowing of seeds, saved from a representative lot of the varieties, a real adventure. Even if one lives north of its line of hardiness, there is still a splendid chance to use it as an annual. One would have several kinds to commence with, including the following: *Catananche caerulea* major, larger in flower and taller in stature than the type, with flowers of the same lovely shade of blue; bicolor, white with a blue center, or blue, edged white, as one may prefer to say it; two or three pure white forms, including the pretty Perry's White, and, finally, the new Blue Giant, a large-flowered blue of great beauty. In case one has never tried the flowers in the role of an everlasting, one is well-advised to give them a trial. In fact I know several neighborhood growers who are doing well enough in the dried flower end of their Cupid's-dart business in a wholesale way to justify wide expansion if space were available.

Pycnostachys Dawei

When I saw the African labiate, *Pycnostachys dawei* mentioned recently in an amateur garden magazine, it brought back memories of a pleasant experience I had with it for two or three years about a quarter century ago and prompted this brief note, with the hope that it might prove useful to some readers who

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2-yr., 8 to 9 ft.....	37.50	350.00
2-yr., 7 to 8 ft.....	32.50	300.00
2-yr., 6 to 7 ft.....	27.50	250.00

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Box 457, LAKE CITY, MINN.

grow potted plants. Although I do not find it listed in this country (my plants came from the botanic garden of a land-grant college), I often see it listed in seeds in Europe; so it should not be too difficult to have a try at it.

Do not become discouraged when you read in "Hortus" that the plant reaches six feet in height in its native haunts in tropical Africa, because a little manipulation will keep it within the bounds of the window garden. The way I liked it best was to place three cuttings in a 4-inch pot of light soil in spring (April, I believe); the pot was then plunged in a close, warm, propagating frame. The cuttings, like those of many labiates, soon root and commence forging ahead, so should be "stopped" fre-

quently to prevent them from getting out of bounds. The end result is a bushy plant of almost any height desired, covered with large (almost an inch long), cobalt-blue flowers in cone-shaped heads, to four or five inches in length, from December into February. It did well in my trials in an ordinary light potting soil, grown in a 55-degree temperature. After starting the three cuttings in a 4-inch pot, I kept them shifted until they reached an 8-inch pot at flowering time. It makes a splendid potted plant for anyone looking for an unusual item.

Verbascum New Departure

I went 100 miles out of my way last year to see a collection of named mulleins among which New Depart-

ture was supposed to be found. I had been disappointed so often in the search for it that this one more frustration scarcely bothered me, but it pointed out the fact that mulleins possess far more garden value than is generally accorded them.

This note on New Departure is set forth here with the hope that some American Nurseryman reader can direct me to it to end a search of 30 years or more. The first notice of it that I find is in a 1937 garden book in which I find a question, addressed to no one in particular, I guess, asking what has become of the old Harkness mullein, New Departure? I cannot find corroboration of the statement that it is, or was, a Harkness child. But I do find another note about two years later calling it a

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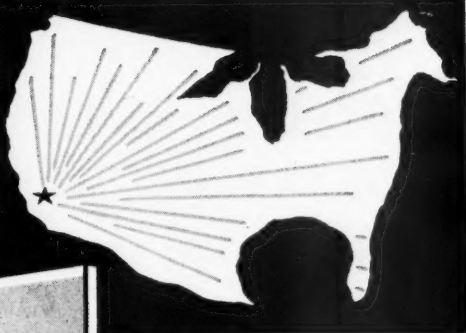
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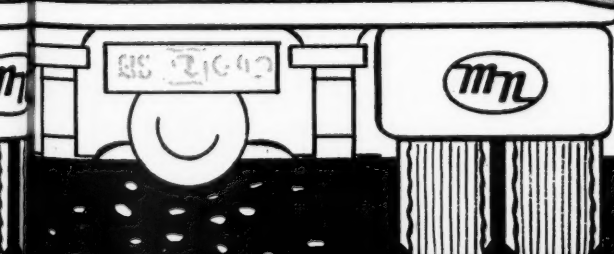
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7 to 8 ft.	3.35	3.00	2.70
8 to 9 ft.	4.00	3.60	3.20

TWO-YEAR or more TOPS, branched

6 to 8 ft., 1/2 to 1/4-in. cal. .	5.50	5.00	4.50
8 to 10 ft., 1 to 1 1/4-in. cal. .	7.75	7.00	6.25
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1 1/2 to 1 3/4-in. cal.	12.50	11.25	10.15
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6-foot giant with large flowers of
coppery orange. If you know where
a mullein that comes under that de-
scription can be found, will you
please let me know?

Aconitum Violaceum

Correspondence recently from an
English friend told of the nice be-
havior and beauty of Aconitum vio-
laceum. The name seemed familiar,
but I could not recall a single thing
about it. However, I found the fol-
lowing note in a 1939 garden book
which brought it back to memory.

If my experience with it during the
past two years is typical of its be-
havior, it is not likely ever to attain
wide popularity, because of a rather
fastidious nature, which asks for
some conditions that the middle west
cannot always supply. Seeds of it
came to me in 1937 from a corre-
spondent in Asia, with a note that
it had been collected in the alpine
regions of central Asia, presumably
the Himalayas, at an altitude of ap-
proximately 10,000 feet. That told
me it would not be easy to grow in
northern Michigan, and experience
proved that it is not.

Knowing that most monkshoods
dislike full sun, I gave it about half
shade and as much moisture as could
be arranged in a sandy, leafy soil, but
it evidently wanted something else,
for it did poorly and finally passed
out in the winter of 1939-40.

But in 1939 one plant bloomed
beautifully, with large violet-blue
monkshoods, above finely cut leaves,
on stems about 10 inches high, and
it looked then like a real find. It had
taken much care to accomplish that
feat, more care, in fact, than most
gardeners would want to give their
plants. However, it would be an ex-
cellent plant for the gardener who is
prepared to give his plants special
care and enjoys unusual items.

WHOLESALE'S REPORTS

[Continued from page 9]

started out late in August on a nor-
mal basis; however, September being
an extremely dry and warm month
in this area, repeat sales did not ma-
terialize, and this condition existed
throughout the greater part of Octo-
ber. Late in October there were good
rains, and the weather turned cooler.
Demand for nursery stock also in-
creased. At the present time we are
quite rushed, and we are hoping that
November, with greater volume, will
help compensate for the lack of vol-
ume earlier in the season.

"Though firms concentrating on
landscape work are busy, the consen-
sus, particularly in this area, is that



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Low, low prices on beautiful plantation-
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SPECIAL—Rich, luxurious roping. A
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BEAUTIFUL PIN OAKS

	Per 10	Per 100
6 to 8 ft.	\$ 65.00	\$ 600.00
8 to 10 ft.	85.00	800.00
1 1/2 to 2-in. cal.	110.00	1000.00
2 to 2 1/2-in. cal.	150.00	1400.00

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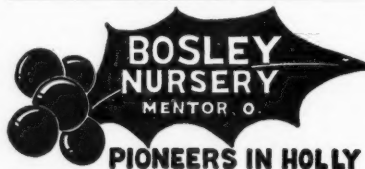
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retail sales from garden centers are dull and off considerably. It is our feeling that weather conditions are partly responsible for this condition, but there also seems to be considerable hesitancy prevailing with the general public to spend money. The election, the uproar of Khrushchev in the United Nations and the falling stock market possibly have had some effect on the public.

"There has been considerable price cutting in certain areas, which we feel is not good for the industry, as a nursery grower is year by year faced with increased costs of operation on all fronts, including taxation. Nursery stock at the wholesale level has been stable for the past four or five years, with little, if any, increases. Profits will soon disappear unless the industry as a whole will co-operate and keep prices on a profitable basis.

"We are hopeful and believe that spring, 1961, will find nursery stock in better demand with prices firmer than they were this fall."

Virginia Sales Up 8 Per Cent

"We had a good fall season, in spite of a complaint of many of our customers that business was poor," writes S. D. Tankard, Jr., Tankard Nurseries, Exmore, Va. He adds: "Our shipments are running well ahead of last year's, and this will be the best fall we have ever experienced. At the end of October, our dollar volume was about 8 per cent above any previous fall season.

"Until a week ago (November 1) we were hampered in digging, because of dry ground, which followed a wet summer. Except for this condition the weather conditions have been about normal. Hurricane Donna did practically no damage to our stock; only a limited number of trees were tilted.

"The fall season provides us with from 25 to 33 per cent of our annual volume, making it of considerable importance.

"The outlook for spring is excellent. We have booked about our usual amount of orders for spring delivery and have a good supply of stock, although, as usual, some varieties and sizes are sold low or are gone completely.

"The election and the recent leveling off of business in general have undoubtedly retarded nursery stock sales this fall, but we believe they will pick up and have a steady advance after November 8."

Normal Virginia Trade

Fall sales benefited from postponed spring planting programs, writes

IF I WERE A COMMUNIST.

If I were one of the communist leaders I would be preparing my forces to take over the new territory that had been offered to me. A new President of the United States of America is to be inaugurated on January 20 at noon and in his campaign promises he declared many times that he would not consider defending Quemoy and Matsu unless it were part of a general attack on Formosa. This tack was a campaign promise and undoubtedly garnered many votes for Mr. Kennedy (although, if I were running for any office, I would not want votes from the people who concurred with this opinion), but now that the campaign is over and the office is his, I hope that some reconsiderations are being made along these lines.

World War II was won at the expense of many American lives. Each mile of ground cost many valuable lives and at a conference much of it was given away to the Russians. We have paid and paid and paid for this unwise decision and I am sure that were Mr. Roosevelt alive today and had the chance to do this over, he would make a different decision. Let us sincerely hope that the gift of Quemoy and Matsu to the communists does not portend a soft attitude and that some statement can be made before January 20 that will indicate a change of position on this subject. It is understandable that in the heat of an important campaign a slip of the tongue or an error in judgment could be made, but now is the time to rectify that mistake before it comes back to haunt us as the Yalta decision has.

If I were a communist I would be preparing to accept my gift shortly after January 20 and if I were you, I would check the ad of Bosley Nurseries, Inc. on page 49 and be prepared to take advantage of a terrific opportunity. Only I would do it today—for this offer January 20 will be too late. The offer is timely and the time is now. We are offering live plants of hardy Christmas Holly growing in a 1-gallon can and about 12 to 15 inches in height. These will be decorated with artificial berries, red foil around the can and leaf shine on the foliage and they are a darned attractive package and sell well if you have any Christmas business at all. We know, because we have been selling them for a couple of years.

All of the details can be found in the other ad but this is our gift to you, as, if you take us up on it, you will reap a nice profit and profits at this time of the year are welcome when we think of the lean months ahead and we will let Mr. Kennedy worry about his gift to the communists.

Please let me hear from you if you wish to take advantage of this opportunity and don't let any grass grow under your feet (it probably wouldn't anyway in this weather), so we can get them shipped right out to you.

Paul R. Bosley,
Bosley Nurseries, Inc.,
Mentor, Ohio

LINERS FROM OPEN BEDS

All our cuttings are rooted in soil in outside beds under mist — then hardened off and thoroughly established in the soil where they make a mature, hard root system and often some top growth. Many of these rooted cuttings will have to go into 3-in. or larger pots. Better not plan on putting any except the smallest in 2½-in. pots because they just won't fit. Of course, some of the *Ilex crenata* varieties and some of the others can go in pots that small. Some of our friends put the larger rooted cuttings right out in the field and usually have good luck with them, if planted at the right time; that seems a little radical to us and we don't recommend it. However, any plant we list as a bed-grown liner is ready for the field. Mo., Yr.—date rooted BG—bed-grown RC—rooted cutting C—cuttings Field—field-grown S—seedlings

Arborvitae—See *Thuja*

Barberis Crimson Pygmy—RC, July 60, 3 to 5 ins., nearly all pretty well-branched to fairly bushy, 12c; light BG, liners, 18 mos. old, branched to fairly bushy, 6 to 9 ins., 18c; heavy BG, liners, 5 to 9 ins., bushy, 25c; heavy BG, 3-yr., 9 to 12 ins., bushy, 40c.

Barberis julianae—The hardest evergreen barberry—C, rooted Aug. 59, 5 to 8 ins., 9c; C, rooted Aug. 59, ready for field, 12 ins. and up, but not branched, 15c.

Barberis julianae nana—Compact growth, darker green leaf, may be even hardier. RC, Aug. 60, 5 to 8 ins., 10c; C, rooted Aug. 59, ready for field, 8 ins. and up, but not branched, 17c.

Barberis julianae pyramidalis—RC, 20c.

Barberis mentenensis—RC, Aug. 60, 5 to 6 ins., 7c; C, rooted Aug. 59, ready for field, 10 ins. and up, but not branched, 10c.

Biota—See *Thuja*

FLOWERING QUINCE

Chaenomeles (*Cydonia*)—On own root from softwood cuttings. No suckering from these plants. In our experience, Flowering Quince on its own roots grows and flowers much better than it does if grafted on anything. We still have more than 50 different varieties in our trial grounds.

Nivalis—Pure white, the best of the white-flowering quinces, vigorous, upright—RC, June 60, need to be potted or bedded, 10c; BG, liners, 8 to 15 ins., 18c; 15 to 24 ins., 24c; field, A. A. N. grading, 12 to 18 ins., 40c; 18 to 24 ins., 60c.

Texas Scarlet—Red, spreading grower, wider than high. An excellent foundation plant, never gets too tall. Showier than an azalea. The best for canning because of the profuse red flowers on a compact, low plant. It is the prettiest quince and maybe the prettiest plant we ever saw in a can. RC, June 60, pot or bed them, 10c; BG, liners, 8 to 15 ins., 20c; field, A. A. N. grading, 12 to 18 ins., 45c.

Toyonishiki—From Japan through the Morton Arboretum. Pure white, pure pink and pink and white flowers at random on the same branch. Some plants throw single branches of pure red flowers. A most remarkable effect. A clean, upright, vigorous grower, RC, June 60, 20c; BG, liners, 10 to 20 ins., 35c.

Simoni—Deep, deep red. The deepest red of all. A world-famous, old variety. A restrained grower of rather exotic branching habit. RC, June 60, small, pot or bed them, 30c; BG, liners, partly branched, 9 to 15 ins., 60c; 15 to 24 ins., 95c.

Ruby Glow—The deepest red (except Simoni) of the more than 70 varieties I have had, upright, vigorous—RC, June 60, 15c; BG, liners, 8 to 15 ins., 25c; 15 to 24 ins., 35c.

Phyllis Moore—From Arnold Arboretum. Fully double, red flowers in separate clusters, very beautiful and very different. BG, liners, partly branched, 15 to 24 ins., \$1.50 (it is extremely difficult to root).



Crimson Beauty and real *Japonica alpina*—ask.

Cherry laurel—See *Prunus*

Euonymus alatus compactus—RC, June 60, strong tips, 5 to 7 ins., 8c; C, rooted Aug. 59, BG, ready for field, nearly all are lightly branched, 7 ins. and up (some up to 20 ins., you can just cut them back), 14c.

Ginkgo biloba—1-yr., S, 6 to 10 ins., 8c, \$70.00 per 1000; 2-yr., S, 10 to 15 ins., 12c, \$110.00 per 1000; 15 to 24 ins., 17c, \$160.00 per 1000.

HOLLY

Ilex cornuta femina—RC, Aug. 60, strong tips, 4½ to 5½ ins., 6 to 12 leaves, heavily rooted, 8c.

Ilex cornuta burfordii—RC, Aug. 60, strong tips, 4½ to 6 ins., 6 to 12 leaves, heavily rooted, 8c; C, rooted Aug. 59, kept cut back to 6 to 9 ins., nearly all beginning to branch well, 10c.

Ilex crenata convexa (bullata)—RC, Aug. 60, long tips, 4½ to 6 ins., 7c; C, rooted Aug. 59, kept cut back to 5 to 6 ins., beginning to branch beautifully, 10c.

Ilex crenata hetzi—RC, Aug. 60, long tips, 4½ to 5½ ins., 7c; C, rooted Aug. 59, kept cut back to 6 or 7 ins., beginning to branch well, 10c.

Ilex crenata Maxwell—A Bennett hybrid, looks like *convexa* but a much better grower. Should be a money maker. RC, Aug. 60, 8c; C, rooted Aug. 59, kept cut back to 5 to 7 ins., beginning to branch well, 12c.

Ilex crenata compacta—A Bennett hybrid, an excellent selection, good grower, quite compact, fine color, RC, Aug. 60, a little small, 8c; C, rooted Aug. 59, kept cut back to 5 or 6 ins., beginning to branch well, 15c.

Ilex rotundifolia—RC, Aug. 60, 5c; C, rooted Aug. 59, kept cut back to 6 or 7 ins., beginning to branch well, 8c.

Ilex Foster's Hybrid No. 2—Narrow, spiny leaves, red berries, fruits heavily, rapid grower, quite hardy, C, rooted Sept. 59, kept cut back to 7 to 9 ins., beginning to branch beautifully, 15c.

Ilex opaca (American Holly)—Genuine *Ilex opaca* (i.e. no southern hybrids), varieties selected for good, compact growth, good berries, guaranteed female and guaranteed male from cuttings. BG, liners, 4 to 6 ins., 17½c; 6 to 10 ins., 25c; 10 to 15 ins., 35c; 15 to 30 ins., 50c; mostly single stem, some lightly branched. *Ilex opaca* shipped only on March 1, 1961 (because that is the very best time to move American Holly).

AMERICAN HOLLY HEDGE

Ilex opaca—3½-yr., grown 2 years in Plan-tainer cans. Variety **Reynolds**, female,

well-branched, kept cut back to 12 to 18 ins., 85c (we have too many); variety **James Baker**, female, our most compact, pyramidal selection, heavily branched, kept cut back to 15 to 21 ins., \$1.10; both have large leaves and bear large, bright red berries (no berries now). You may pick them up can and all or we will wash out the roots and pack free for shipment. Will make a perfectly beautiful, uniform hedge because all are the same clone. Or you could put them back in 2-gal. or larger cans to be sold for specimens. Ready any time.

JUNIPERS

Juniperus—All the following are from short, greenhouse-type cuttings. They were rooted under mist in beds of soil in the spring of 1960. They have been cut back several times to make nice, compact, heavy, rooted cuttings about 5 to 6 ins. high, depending on variety, beginning to bush out. None are leggy. They are still small enough to pot. If you plan to sell potted liners, many of these will be salable just as soon as they establish their roots in pots.

Juniperus Andorra—RC, 10c; \$95.00 per 1000.

Juniperus hetzi—RC, 10c; \$95.00 per 1000.

Juniperus pfitzeriana—RC, 10c; \$95.00 per 1000.

Juniperus pfitzeriana Armstrong—Compact, upright, vase shaped, RC, 11c; \$105.00 per 1000.

Juniperus pfitzeriana Blue—The best, bright blue strain, not like *hetzi*, same growth habit as regular *pfitzeriana*, possibly 10 per cent faster grower. RC, 15c; \$140.00 per 1000.

Juniperus pfitzeriana Nelson's Compact—A beautiful spreading Juniper, much lower growing than regular *pfitzeriana*, but taller than *Andorra*. A bright bluish-green all summer, bright green all winter. RC, 10c; \$95.00 per 1000.

Juniperus pfitzeriana Nick's Compact—RC, 10c; \$95.00 per 1000.

Juniperus pfitzeriana Ozark Compact—The best compact *pfitzeriana* we have seen, not as coarse in texture as *Nick's Compact*. RC, 12c; \$115.00 per 1000.

Juniperus pfitzeriana nana—RC, 11c.

Juniperus chinensis columnaris—RC, 15c.

Juniperus sabina tamariscifolia—RC, 12c.

Mahonia bealei—1-yr., S, from well-spaced outdoor beds, just right to pot, 7c; \$60.00 per 1000.

Mahonia pinata—Somewhat like *aquilifolium*, but much better. Vigorous, compact growth in full sun, never leggy, foliage bright bluish-green, new growth red. Hardy to Boston, at least. BG, liners, from 1959 transplanted cuttings, heavy, but not well-branched, will branch themselves first year they are in field, 12 to 24 ins., 50c.

DAWN REDWOOD

Metasequoia glyptostroboides—Thought extinct for 20,000,000 years, discovered in China in 1945. Royal Horticultural Society Dictionary of Gardening says, "This tree is undoubtedly one of the most notable acquisitions to our gardens of recent years." I agree. Large tree, fresh green, fernlike foliage, very rapid grower. Has made 16 feet or more in 6 years from seed. Deciduous, autumn foliage pale pink. Hardy throughout zone 5, at least. Fine plants in Plan-tainer cans, \$2.00, pickup only. Packed for shipment in individual cartons, \$2.40.

Prunus laurocerasus schipkensis (Cherry Laurel)—Quickly makes a large mound-shaped evergreen. RC, July 60, 5 to 8 ins., many full leaves, heavy root system, 10c; C, rooted July 59, kept cut back to 8 to 12 ins., BG, liners, beginning to branch, 20c.

Prunus laurocerasus zabeliana (Cherry Laurel)—Usually considered the hardest. Spreading, like a *pfitzeriana*. RC, July 60, 4½ to 7 ins., 12c; C, rooted July 59, kept cut back to 7 to 9 ins., BG, liners, beginning to branch, 20c.

Prunus laurocerasus macrophyllum (Cherry Laurel)—Certainly the prettiest with very

E. M. Quillen, president, Waynesboro Nurseries, Inc., Waynesboro, Va. He tells the division of seasonal trade as follows:

"Our accounting books are set up based on two delivery seasons. Orders delivered between January 1 and June 30 are classed as spring business, and those between July 1 and December 31 are classed fall trade. Normally, 60 per cent of our total

annual business is done during the spring season and 40 per cent in the fall. Fall, 1960, sales and deliveries have been normal, except that fruit trees for commercial planting are off. Volume, however, has been kept up by increased ornamental sales.

Fall wholesale business is chiefly with nurseries and landscape contractors, while a larger percentage of spring business is with garden cen-

ters and chain stores. February, March, April, October and November are the most active months, but more business is being done in out-of-season months. This has been made possible by improved methods of handling and care.

"Because of severe weather, much planting planned for spring, 1960, was postponed, and fall, 1960, sales reaped the benefit. Prospects for

large leaves, very dark green. Is even harder than zabeliana here, RC, a little shorter because rare and cutting wood is still scarce. July 60, 20c.

Pyracantha varieties—C, rooted Sept. 59, kept cut back to 5 to 7 ins., good and strong, beginning to branch, with good, hard root system over a year old. Varieties: Lalandi, Gibbsi and Graberi, 10c; varieties: Kazan, Runyan and Wyattli, 14c.

Thuja orientalis aurea nana (Berckmans Golden Arborvitae)—Cuttings rooted spring 60, kept cut back to about 6 ins. to make them bush out, but still small enough for a 2½ or 3-in. pot. Several nurserymen have put these right into the field, 10c; cuttings rooted spring 59, kept cut back to 6 to 8 ins., beginning to branch, but not rounded out yet. Heavy, of good caliber, with fine root systems, 15c.

VIBURNUMS

Viburnums—All these Viburnums are rooted from soft tips in spring or early summer. They grow some during the summer and fall, which makes the rooted cuttings from 4 to 5 ins. up to 12 or more inches tall depending on variety. It is hardly fair to call them rooted cuttings since some of them are more like light, young, bed-grown liners. However, they have not been transplanted, are not branched and most of them are still small enough to pot.

Viburnum burkwoodi—RC, June 60, some beginning to branch, 10c.

Viburnum chunoides—More compact and shapely than burkwoodi, RC, June 60, 15c; 2-yr., liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

Viburnum Juddi—Better than carlesi. Flowers really pink. A more compact plant with more attractive leaves, not subject to leaf spot, RC, June 60, 15c; 2-yr., liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

Viburnum macrocephalum sterile—

(CHINESE SNOWBALL)

This is the one we love. Dazzling white snowballs, often 8 to 9 ins. in diameter, as big as a man's head, a clean, vigorous grower. On own roots, much better growth than if grafted, C, rooted July 59, in polyethylene plant bands, same amount of soil as in 3-in. pots, 65c.

Viburnum opulus sterile (Common Snowball)—RC, June 60, 10c.

Viburnum rhytidophyllum (Leather-Leaved Viburnum)—RC, July 60, 12c.

Viburnum rhytidophylloides—A hybrid between V. rhytidophyllum and V. lantana, similar to rhytidophyllum, but is hardier, RC, July 60, 15c.

Viburnum tomentosum plicatum (Japanese Snowball)—RC, July 60, 12c.

Viburnum tomentosum plicatum grandiflorum—Snowballs considerably larger and whiter than regular Japanese Snowball, RC, July 60, 20c.

IN PLANTAINER CANS

American Holly; DAWN REDWOOD; Pyracantha lalandi, Graberi, Wyattli, Kazan and Gibbsi; Flowering Quince; Magnolia grandiflora; Mahonia bealei; Berckmans Golden Arborvitae and others. They are good, and are ready to move now. Please come by to see them.

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Wight NURSERIES CAIRO, GA.

Publish your price list in the
AMERICAN NURSEYMAN
to reach the trade promptly.

spring, 1961, ornamental nursery stock are satisfactory; fruit tree sales continue slow. The supply of stock in all classes is ample."

Michigan Season Off

Nick I. W. Kriek, the Cottage Gardens, Lansing, Mich., sees the drop in his company's fall business as an indicator of a return to normal competitive conditions. He writes:

"We expected fall business to make up for the extremely wet, slow spring, but in August a drought set in that lasted practically until November. Dry, hot weather is not conducive to a spontaneous demand for plant materials.

"The landscape trade seems to be well pleased with this year's business. There are a few complaints, but very few. Our fall advance bookings were good and, while August was a poor month, September and October brought better sales this year than they did in 1959. It looks, however, that total 1960 sales will be below last year's.

"We believe that business is getting back to normal peacetime conditions in which competition compels greater sales effort and more quality control. Bolder ideas will help to build sales. For instance, with a normal supply of taxus, we believe all of us in the industry could promote the use of taxus for hedging instead of the less expensive deciduous materials.

"About 40 years ago there was a slogan: '1921 will reward fighters,' we believe 1961 will find good use for the same slogan."

Drought Curbs Ohio Sales

An increase in deciduous sales late in the season helped to offset a drop of almost one half in evergreen sales to garden centers at the Cole Nursery Co., Painesville, O. A season marked by extreme drought and a trend toward price cutting is surveyed in this letter from D. B. Cole, who nevertheless notes that autumn business now accounts for 40 per cent of the company's yearly sales. He writes:

"The summer growing season was one of the best in years. We skipped any damaging spring frosts, and the moisture came just about right. By the first of September, however, the weather had started to turn dry, and since that date there has been only about an inch of rain, coming as sprinkles on occasion and being of little value.

"September is the month for moving evergreens, especially to the garden center trade. These customers had a rather poor clean-up in the

Pink Dogwood

(Cornus florida rubra)

	Each	Per 100
1-yr., 6 to 12 ins.	\$0.40	\$0.35
1-yr., 12 to 18 ins. ....	.50	.45
1-yr., 18 to 24 ins. ....	.60	.55
1-yr., 24 to 30 ins. ....	.85	.75
1-yr., 30 to 36 ins.	1.00	.90
2-yr., 3 to 4 ft.	1.50	1.40
2-yr., 4 to 5 ft.	2.50	2.25
2-yr., 5 to 6 ft.	3.00	2.75

White-Flowering Dogwood

(Cornus florida) 2-yr.

4 to 5 ft., br.	1.25	1.00
3 to 4 ft., br. ....	.90	.60
2 to 3 ft., br. ....	.50	.40
18 to 24 ins., br. ....	.25	.20
12 to 18 ins., br. ....	.10	.08

Flowering Crab Apple

Eleyi, Hopa and Almey

1-yr., 2 to 3 ft., whips ...	.30	.25
1-yr., 3 to 4 ft., whips ...	.35	.30
1-yr., 4 to 5 ft., whips ...	.45	.40
2-yr., 3 to 4 ft., br. ....	.45	.40
2-yr., 4 to 5 ft., br. ....	.60	.50
2-yr., 5 to 6 ft., br. ....	.75	.65

(For Almey, add 15c a tree.)

Flowering Peach

Red, White, Pink and Peppermint

12 to 18 ins. ....	.15	.13
18 to 24 ins.25	.20
2 to 3 ft.30	.25
3 to 4 ft.35	.30
7/16 to 9/16-in. cal.40	.35
9/16 to 1 1/16-in. cal.45	.40

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CONIFERS and BROAD-LEAVED

EVERGREENS

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300 VARIETIES
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VINES — FRUITS & LINING OUT STOCK

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 Since 1934

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 Finished Evergreens

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 Athens, Ala.

spring because of the short season and other well-known difficulties. They evidently decided to sell the old material first instead of getting in new material.

"Orders from this trade were down badly in the whole area, and price-cutting among the nurserymen was the order of the day. Percentagewise, our sales may have been lower than many of the others, because we refused to scare so quickly and to cut prices drastically. Therefore, our usually substantial sales to this trade have been about half those of a year ago.

"Another season is coming and we already see signs of selling our holdings at a living price, now that much of the surplus in the area has been worked off.

"There are 200-odd nurserymen in this area, most of whom do not depend upon the nursery business, their main livelihood coming from factory jobs. The families work hard and, at the cut-rate prices of this fall, they could hardly figure a minimum wage for time spent in producing, digging and selling the material. We have had this difficulty previously and almost always find that, come spring, things are much better price-wise and from a competitive standpoint. Most of these small firms do not reach out very far for sales, but they cut a big figure, especially in the fall season, on the evergreen line in the Cleveland area and some farther.

"As to the deciduous business, we found new orders rather slow throughout the summer months and September and there was quite a bit of price-cutting throughout the eastern part of the United States. We could not see surpluses that would warrant such low prices.

"However, come October, much of the scare business disappeared, or the cheap material was sold, and orders started to come in a very satisfactory manner at good prices. Trees are still excellent property, and our big new tree division at Circleville, O., is starting to pay off.

"Business from large contractors and government agencies has been increasing with the weeks since October 1. This gives us an increase in the deciduous material line to help offset the losses in the evergreen line.

"The biggest difficulty, locally, has been the continued extreme drought, the worst in the memory of all local nurserymen for this time of the year. It is practically impossible to dig anything in this area without irrigating first.

"The Cole Nursery Co. is fortunate in having 'big-gun' irrigation, and we are endeavoring to irrigate

Two trend-setting snapdragons from BURPEE



BURPEE'S VANGUARD

First summer-flowering double snapdragon to win an All-America Award.

Vanguard—the most sensational of all snapdragons! Giant, well-placed double flowers fill long, beautifully tapered spikes. Magnificent cerise-rose with yellow markings. Plants are unusually vigorous and base branching, a sensational F₁ hybrid.

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our complete nursery with two or three inches of water. Otherwise, we would be practically at a standstill.

"We have been forming dikes all fall around the larger trees for B&B, watering for two or three days, then allowing the water to seep into the ground for two or three days more, at which time we were able to dig.

"Of course, we have been watering all of the evergreens, especially the broad-leaved items, because of the real chance of severe winter injury.

"Our fall business lately has become more important, accounting for about 40 per cent of our year's business. Spring business was good in this locality which, no doubt, helps to tide through the poor September and the possibly poorer fall business which some have experienced.

"Painesville hopes to get rain in time to be able to run tree diggers to put the stock into storage. The Cole Nursery Co. by that time will have every acre well wet by irrigation, so will not experience any difficulty along this line.

"We are now producing the majority of our deciduous material at our 800-acre Circleville division, where we are digging most of our fall orders because of the Painesville drought. Shipments from there will

SEEDS

for the Nurseryman and Forester.

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Dwarf Fruit Trees
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300 Acres TREES AND BROAD-LEAVED EVERGREENS

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Quercus phellos
1 3/4 to 4 1/2-in. cal.

Quercus palustris
Up to 6-in. cal.

10,000 *Ligustrum lucidum*,
15 ins. to 3 1/2 ft.

10,000 *Ilex burfordi*
18 ins. to 7 ft.

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SHADE TREES

	Each	Each
	10 to 50	50 to 100
Elm, American		
6 to 8 ft.	\$ 1.90	\$1.50
8 to 10 ft.	2.75	2.50
10 to 12 ft.	3.75	...
Elm, Chinese		
8 to 10 ft.	1.90	1.50
10 to 12 ft.	3.00	2.75
Locust, Thornless Honey		
6 to 8 ft.	2.00	1.75
8 to 10 ft.	3.00	2.75
10 to 12 ft.	4.00	3.75
Maple, Norway		
6 to 8 ft.	2.75	2.50
8 to 10 ft., 1 to 1 1/4-in. cal.	3.50	3.25
8 to 10 ft., 1 1/4 to 1 1/2-in. cal.	4.25	4.00
10 to 12 ft., 1 1/2 to 2-in. cal.	6.00	5.50
Maple, Sugar		
6 to 8 ft.	3.25	3.00
8 to 10 ft., 1 to 1 1/4-in. cal.	4.25	4.00
8 to 10 ft., 1 1/4 to 1 1/2-in. cal.	5.50	5.00
10 to 12 ft., 1 1/2 to 2-in. cal.	7.00	6.50
2 to 2 1/2-in. cal.	10.50	...
Oak, Pin		
8 to 10 ft., 1 1/4 to 1 1/2-in. cal.	6.00	5.50
10 to 12 ft., 1 1/2 to 2-in. cal.	8.50	7.50
Willow, Weeping—Babylon and Golden Weeping		
5 to 6 ft.	1.25	1.00
6 to 8 ft.	1.70	1.50

Write for quotations on other varieties and sizes of Shade Trees also our Complete Wholesale Price List.

Waynesboro Nurseries
Waynesboro, Virginia

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By Norman Taylor 1,225 pages, illustrated
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American Nurseryman, 343 S. Dearborn St., Chgo. 4

surpass those from Painesville in volume from now on. Our sales and office departments are being retained at Painesville, Circleville being almost entirely a growing, producing and shipping division."

Minnesota Outlook Good

Vincent K. Bailey, J. V. Bailey Nurseries, St. Paul, Minn., describes reasons for optimism in the following fall report:

"The dollar volume of business done this fall was slightly down from that of the fall of 1959. In fact, things looked rather discouraging in September, but from then on the volume increased so that some of the deficit was wiped out. The November deliveries have been about equal to the corresponding month of 1959.

"My analysis of the reason for the above results were: 1. Retailers, especially in garden centers, had above-normal quantities of stock left over from spring, 1960. 2. The over-all economic activity is down slightly from a year ago. I feel that this reduced activity is not to continue for more than a few months. All the experts agree that the potential buying power is here. Competition is keen, but the firm producing quality stock and giving good service will find plenty of business.

"In this area, weather conditions have been almost ideal for getting stock into storage. We have had to add only about 10 per cent to the labor force from our low summer crew, and this is due to good digging conditions combined with use of the best machinery and equipment available.

"In my opinion we need have no fear of the profit picture in the nursery industry if we use efficient equipment, have good management and offer quality stock to the prospective buyer."

Wisconsin Gain Described

Landscape business was the source of a larger fall trade for the Brown Deer Nurseries, Milwaukee, Wis., this year, writes Ralph E. Petranek, reviewing the season's activity in the following letter:

"Over the years our fall business has stayed pretty much at one level, varying up or down 10 per cent at the most. Spring business has shown all of our growth in the past 10 years. So, whereas a few years ago fall business accounted for 30 to 35 per cent of our total, it now represents about 20 per cent.

"However, our fall business has been excellent this year, and we should have a good increase if the weather holds favorable for another

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18 ins. to 6 ft.
Ready to dig.

Write for catalog or come to see them.

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Ilex crenata helleri
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Spring Bulb List Ready
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GILMORE PLANT & BULB CO.

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QUALITY STOCK GROWN BY US

Cherokee Chief Red-Flowering Dogwood
(Plant Patent No. 1710)
Shade Trees, Flowering Trees, Evergreens, Broad Leaved Evergreens.

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Azaleas, Ilex
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CHERRY LAUREL

Come to
BIG RIVER NURSERY

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WE OFFER QUALITY IN QUANTITY. HAULING 35c PER MILE, ONE WAY.

MAGNOLIA		MAGNOLIA		CHERRY LAUREL	
Container	Each	B&B	Each	Root Pruned and Sheared	Each
8 to 10 ins., pots	\$0.12	2 to 3 ft.	\$ 1.50	2 to 3 ft.	\$0.85
10 to 16 ins., pots	.16	3 to 4 ft.	2.00	3 to 4 ft.	1.40
16 to 20 ins., pots	.18	4 to 5 ft.	3.00	4 to 5 ft.	2.00
12 to 16 ins., qts.	.20	5 to 6 ft.	4.00	5 to 6 ft.	2.50
16 to 24 ins., qts.	.25	6 to 7 ft.	5.25	6 to 7 ft.	3.00
24 to 30 ins., qts.	.30	7 to 8 ft.	6.75	7 to 8 ft.	4.00
24 to 36 ins., gal.	.60	Over 8 ft.	10.00		
4 to 5 ft., egg can	2.00				

In the above two shrubs you will have plants that will stand out in any nursery salesyard. The eye-appeal is there to make them sell themselves and when put in a prominent spot they will stop hard-to-please customers.

WRITE FOR COMPLETE PRICE LIST AND QUANTITY DISCOUNTS

two weeks. Remembering last year's early freeze-up, we started early this year on digging stock for storage and now have about 40 per cent of our stock in the sheds (November 4).

"Our stock shipped to garden centers is down this fall, and most of these shipments were of B&B evergreens. The landscape business has been good, and this is where our increase has taken place.

"And, for the most part, our weather conditions for the past growing season have been excellent, including this fall's digging season. It has been a long time since we could make a statement such as that."

Illinois Buyers Cautious

While buyers were "cautious" in Illinois this fall, the D. Hill Nursery Co., Dundee, finds dollar sales gratifying and long-range prospects favorable, states Jack Hill, general manager. He writes:

"Our normal division of sales between fall and spring is in the ratio of 2:5 to 3:5. This ratio has been changing slowly in the past two decades, and we look forward to the time that we will be doing an equal amount of business in fall and spring.

"Apparently this is a matter of long-range consumer as well as trade

Quality Stock

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Dogwood
(Plant Patent No. 1710)

Dogwoods of Named Varieties
Conifers — Flowering Crab Apples
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Shades — Liners — Fruits

EVERGREENS

100 acres of choice evergreens
ready for sale.

Write for price list.

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Azaleas and Camellias**

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AARS winners and
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Beautiful shade, productive too! Prolific varieties. Sizes 1½ to 12 feet. In attractive packages or bare roots. Get stock list and prices.

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**Bamboo, Gardenias,
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PINK DOGWOOD LINERS

Silver Maple, Hall's Honeysuckle,
Flowering Peach, Forsythia, Crab
Apple, Fruit Trees, Poplar, Privet.

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America's Finest

ROSES

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Leading Patented and Popular Varieties

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Write for Variety List

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P. O. Box 458

Wholesale Only

Tyler, Texas

education, but our own willingness to follow programs of out-of-season planting have demonstrated conclusively that there really is no limit except when there is heavy frost in the ground, and that is purely a mechanical problem. It is admitted that emphasis in recent years on container stock in various sizes and grades has contributed substantially to this changing ratio, and we expect that it will continue at an accelerated rate.

"As a general observation, I think that I am safe in saying that business this past fall was slow. The market was found to be consistently cautious, with no real enthusiasm on the part of the retailer and consumer. Total dollar sales, however, were most gratifying; we were substantially ahead of last year on October 31, but some 8 per cent below a 5-year average for that date.

"It is difficult to pinpoint any marked changes in the horticultural market, except that every retailer is looking more and more closely at the so-called bargains. Recognition is slowly coming that inventory control and product turnover combine to form the principal key for a profitable operation. Along with this line of thinking, our firm is attempting to organize a program of inventory control for the retail nursery and garden center.

"Any attempt to provide a crystal-clear view into the future of the overall nursery market and our firm in particular must take into account numerous encouraging factors. Forecast housing starts for the next 10 years indicate that there will be more nonfarm single-unit dwellings completed than have been in the previous 30 years (bureau of census, conference board). Since these figures are nationwide, it stands to reason that the Chicago area will enjoy an even greater increase. This is sure to reflect directly in sales.

"The other biggest single factor which I see is the obvious maturation

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PRIVET—VINES—EVERGREENS

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WHITE-FLOWERING REDBUD

(Cercis canadensis alba)

One of America's most beautiful and rarest trees. As hardy and adaptable as the native pink variety. All sizes will bloom next spring.

Each		Each	
18 to 24 ins.....	\$1.25	4 to 5 ft.....	\$2.25
2 to 3 ft.....	1.75	5 to 6 ft.....	2.50
3 to 4 ft.....	2.00		

Minimum order \$10.00.

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*Better Liners
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Good Roots • Good Tops
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DECIDUOUS LINERS

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GULFSTREAM NURSERY
WACHAPREAGUE, VIRGINIA

Maurice C. Ravensberg
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Reliable exporters for general nursery stock since 1922.

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America's Finest
**ROSES • BULBS • PLANTS
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POTTED LINERS
Taxus Junipers

B&B sizes to trucks only.

HUMPHREYS LANDSCAPE SERVICE
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Wholesale Growers of
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Since 1885

PONTIAC NURSERY CO.
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FLORIDA - GROWN CITRUS

4-in. and 6-in. plastic pots.

Write for prices.

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1960 A. A. C. S. Winner
SPARKLING BURGUNDY

(Plant Pat. No. 1539)

A hardy Sasanqua of rare beauty.
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tion of our over-all social structure. A simple examination of history reveals that interest in horticultural products increases as societies mature."

Illinois Satisfaction

J. C. Fiore, Charles Fiore Nurseries, Inc., Prairie View, Ill., sees the best fall in many years in prospect, after a slow start. He cites features of the season as follows:

"Fall business had a slow start, compared to other years. We had a good growing season last summer and were ready to go full force the first part of September, as we usually do. However, the sales were off considerably at that time, but we were booking numerous sales of deciduous material, which we were unable to dig so early in the season.

"As the season progressed, we received almost more business than we could handle, but we were able to get the material out in double-quick time to the satisfaction of our clients, due to the favorable weather this fall. The demand for deciduous shrubs and shade trees was larger than in the previous year, and once again we found ourselves confronted with labor taking an increasing percentage of our gross business. This was due to the fact that we had done much hand digging of B&B material. All in all, as of this writing (November 11), we are running slightly ahead of the sales last year. Weather permitting and the labor situation holding, this will be perhaps our best season in many years.

"Autumn business is extremely important to us, as the fall is the time of the year when our income must be made to finance carry-over of our steady help through the winter months, to alleviate the slack period we anticipate in the spring due to the wet weather and a short season, to cover our purchases and to meet planting expenses during the spring.

"I think nurserymen in this area should emphasize planting in the fall so they can concentrate more on transplanting in the spring and get an earlier start on the weed control program. It would help considerably in keeping costs down to get at weeds early in the spring instead of later, as usually done."

Sales Firm in Iowa

Sales equal to last year's are in prospect in Iowa, reports G. L. Welch, president, Mount Arbor Nurseries, Shenandoah, Ia. Other features noted follow:

"Our fall business at Mount Arbor does not represent a great percentage of our total volume, as we do far

Quality, Nursery-Grown SHADE TREES and Other Items

Sugar Maple, 3-in. cal. and smaller

Silver Maple, 3-in. cal. and smaller

Red Maple (*rubrum*), 1½ to 2-in. cal., 8 to 10 ft. and 6 to 8 ft.

Green Ash, 2½-in. cal. and smaller

Hackberry, 8 to 10 ft. and 6 to 8 ft.

Honey Locust, Thornless, 2½-in. cal. and smaller

Pin Oak, 3-in. cal. and smaller

Willow Oak, 2½-in. cal. and smaller

American Linden, few 3-in. cal., also 6 to 8 ft. and 8 to 10 ft.

Redbud, 2½-in. cal. and smaller

Sweet Gum, 2½-in. cal. and smaller

Tulip Poplar, 3-in. cal. and smaller

Sycamore, 3-in. cal. and smaller

European Mountain Ash, 8 to 10 ft. and 6 to 8 ft.

Chinese Elm, all sizes 6-in. cal. and smaller

Cornus florida and **Cornus florida rubra**, 7 to 8 ft. and smaller

Purple Fringe, 6 ft. and smaller

Oak-Leaved Hydrangea, 3 to 4 ft., heavy br.

Flowering Crab Apple, 8 best varieties, 1½-in. cal. and smaller

Apple, 22 best varieties, 1 and 2-yr., heavy br., all sizes

Peach, 38 best varieties, 1-yr., 1-in. cal. and smaller

Pear, six varieties, 1 and 2-yr.

Double-Flowering Peach, in quantity and quality

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5000 <i>Abies fraseri</i> (Balsam)	Each
18 to 24 ins.....	\$2.00
2500 White Pine, sheared	
18 to 24 ins.....	2.00
2500 Canadian Hemlock, sheared	
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more in the spring. However, I think the business this fall compared favorably with that of previous years and will probably end up about equal to that of a year ago. From reports we have received in this area the landscape men enjoyed a busy fall season. Cash-and-carry business was slow. The mail-order business ran ahead of that a year ago.

"Bookings at regular wholesale level for spring are not up to those a year ago, but we are hoping that repeat orders will catch up.

"Labor definitely continues limited, and we are again this year depending to a large extent upon imported Mexicans from the state of Texas.

"With costs continuing at high levels, prices must remain firm."

C. C. Smith, vice-president, Sherman Nursery Co., Charles City, Ia., states the fall provided much better digging conditions than in 1959. He writes:

"Autumn shipments have never been a large volume with us, probably not over 10 to 15 per cent of our yearly volume. This past fall our sales in the wholesale division were a small percentage below normal, while our retail sales showed a 30 per cent increase. Evergreen sales were largely responsible for our retail increase.

"Digging operations for winter storage have gone along well, which is a wonderful improvement over conditions a year ago. Labor was not a problem with us this fall.

"Spring-delivery sales are now running slightly below normal, but with an abundant supply of stock available we expect normal volume before we are through the spring shipping season."

Tells Nebraska Gains

An advance over last year's fall sales is reported by J. E. Korves, vice-president, Plumfield Nurseries, Inc., Fremont, Neb., in the following letter:

"Our business so far this fall is somewhat ahead of that of previous years. Ornamental evergreens have been moving well this season, and advance orders for shade trees, shrubs and ornamental and shade tree seedlings indicate another good season ahead.

"Several of the landscape firms report especially good fall business. Some of this may be due to the short planting season in this area last spring, but advance orders for next spring are coming in well also.

"We have had a good growing season and are now busy digging stock for storage. Everything is coming out

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Dover, Okla.

FRUIT TREES Dwarf and Standard

Send for Wholesale List
KELLY BROS. NURSERIES, INC.
Dansville, N. Y.

well and is of excellent quality, and we should have almost all deciduous stock under cover by the time this is printed."

Conditions Favorable in Tennessee

Our fall business is about the same as last year's," states Henry N. Boyd, Boyd Nursery, McMinnville, Tenn. He continues, "And we are quite satisfied thus far, as weather conditions have been good for fall digging. We had our first freeze the first week in November, and it looks as if the ground would be in good condition to start digging for storage in November this year.

"We do about 25 per cent of our business in the fall and 75 per cent of our volume after the first of the year.

"The weather for our fall planting this year was almost perfect, with good moisture in the ground and plenty of frost in October to ripen the plants.

"After the election, we believe, business will be much better."

Cautious Optimism in Alabama

"The attitude of our customers this fall seems to be one of cautious optimism," writes Henry B. Chase, Chase Nursery Co., Chase, Ala. He adds: "Nobody is knocking the doors down to buy bushes, but we have found that by getting out and ringing doorbells, we have been able to pick up some fairly good bookings. Many of our people got so badly burned by the weather last spring that they are a bit hesitant to stick their necks way out, but business seems to be there for the fellow who gets out and knocks on doors, and that is what we have been doing. It is a little too early to tell quite yet what is going to be the ultimate, but we haven't given up yet."

Fall Sales Drop in Oklahoma

Election activities are blamed for a drop in fall sales in Oklahoma, but a pickup is expected, and spring bookings remain about the same as usual, reports J. Frank Sneed, Sneed Nursery Co., Oklahoma City, Okla., in a letter as follows:

"Sales in all lines of merchandise were off badly for the past 60 days. Most people blame the election, and I'm sure that had a great effect. Our fall business, as compared to spring's, has dropped off in the past several years, until it runs only about one third of the total volume. We have had excellent rains this fall, and the wheat crop looks like a bumper yield.

"We understand that the demand for nursery services has increased

[Continued on page 86]

Books on Rhododendrons and Azaleas

Authoritative Reference Work

RHODODENDRONS AND AZALEAS, by Clement G. Bowers

Second edition, extensively revised, just published, **\$25.00.**

This work has long been the standard reference of specialists in rhododendrons and azaleas, but is written in interesting language comprehensible to the practical gardener or nurseryman. All phases of culture and propagation are covered, as well as descriptions of the many species and varieties, including recent introductions.

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MONTEREY BAY CHAPTER

The October meeting of the Monterey Bay chapter of the California Association of Nurserymen was held October 20 at the Frontier Town Inn, Salinas, with 24 members and guests present. After the minutes of the September meeting were read and approved, a report of highlights of the recent C. A. N. convention at Yosemite was given by President Clay Pleiman, Tempo Landscape & Garden Service, Castroville; Marion Sloan, Sloan's Nursery, Santa Cruz, and Ben Roth, Alladin Nursery, Watsonville.

President Pleiman stressed the importance, brought out at the state convention, of fostering more nursery training facilities at the high school and college levels.

It was voted to hold the November meeting a week early, so that the state officers could attend and officially install the chapter's 1960-61 officers. Ben and Dorothy Roth were given charge of the meeting, which was scheduled for Watsonville.

Sue Mell, Sec'y.

TRI-COUNTY CHAPTER

The Tri-County chapter of the California Association of Nurserymen met October 28 at the Oaks hotel, Ojai, Calif., with C. A. N. officers Robert Warner, president; Walter C. Borchers, vice-president; Elmer Merz, executive secretary, and Jack Wick, assistant executive secretary, present as guests.

Walter Borchers installed the 1961 officers of the chapter. President for the coming year is Stan Wakeham, Green Sprout Nursery, Santa Paula; vice-president, William Nelson; secretary-treasurer, Lynda Williams, Santa Barbara, and board members, Walter Barrows, Robert Kallman and Ralph Curtis.

Robert Warner presented a talk entitled "You and Your Association," its theme being that of helping to promote the nursery industry while holding to the code of ethics established by the organization.

Howard Brown reported on the plans of the education committee, which is working with counselors and teachers in schools in the Tri-County area, informing students of

various occupational aspects of the nursery industry.

Plans for the Christmas party to be held December 9 at the Oaks hotel, Ojai, are being made. Mrs. Ralph Curtis is the chairman of the affair. Lynda Williams, Sec'y.

SAN JOAQUIN CHAPTER

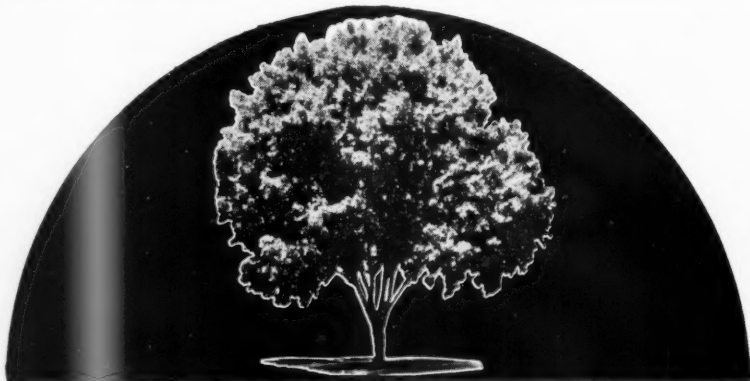
Guest speakers at the October meeting of the San Joaquin chapter, California Association of Nurserymen, were Sam Setencich and Robert Belcher, city park superintendent and assistant city forester, respectively, of Fresno, Calif. Assisted by Don and Jerry McCall, McCall Nursery, Fresno, hosts for the meeting, Mr. Setencich and Mr. Belcher distributed copies of the official Fresno street tree planting list and discussed each of the approved trees, showing color slides of most of them in city plantings at Fresno. The speakers commented on the growth

habits and susceptibility to insects and disease of each tree and related their own experiences in planting, watering and pruning it.

The trees discussed, grouped according to size, were the following: Small—*Crataegus*, *Ilex altaclarensis* Wilsoni, *Lagerstroemia indica* and *prunus*; medium—*Ginkgo biloba*, *Laurus nobilis*, *Magnolia grandiflora*, *Pistacia chinensis*, *Quercus ilex* and *Ulmus parvifolia* *sempervirens*; large—*Celtis sinensis*, *Cercocarpus siliqua*, *Cinnamomum camphora*, *Fraxinus velutina glabra*, *Liquidambar styraciflua*, *Liriodendron tulipifera* and *Zelkova serrata*.

The new officers of the San Joaquin chapter were officially installed November 5. They are John Harmon, Harmon's Nursery, Newman, president; Mert Weymouth, Weymouth Nursery, Fresno, vice-president, and Ralph and Mary Books, G. S. Douglas Co., Fresno, secretary and treasurer, respectively. Directors for 1960-61 are Marion E. Gardener, Stribling's Nurseries, Merced, and Frank Graziano, Frank's Nursery, Merced. Ralph Books, Sec'y.

ROY MADSEN recently opened Madsen's Spring Valley Nursery, Spring Valley, Calif.



MODESTO ASH—Your Best Bet for Big Profits on Quick Shade

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MENLO PARK PLANTING

More than 2,600 plants and more than 10 pounds of wild flower seeds were planted late in October in a center dividing strip on Sharon Park drive on the Sharon Estate property, Menlo Park, Calif., which was recently subdivided into residential lots of one acre or more.

The planting plan was donated by Sunset magazine and designed by Mrs. Elsa Uppman Knoll, garden editor of the magazine. The Menlo Park recreation and park department did the work of preparing the land, planting the trees and shrubs and broadcasting the seeds, and will care for the area as part of the regular maintenance program.

The shrubs planted include the strawberry tree, bottle brush, Perny cotoneaster, eucalyptus, sea urchin and others. Ground covers include manzanita, Carmel creeper, Pfitzer juniper, pyracantha and Rosemary Lockwood de Forest. It is planned that this planting and additional plantings will provide a small arboretum.

W. B. B.

EXHIBIT STREET TREES

The Palo Alto, Calif., park department has set up an exhibit of about 25 street trees in 5-gallon metal containers at the City Hall. The trees are in good condition and on each is a label which gives the botanical and common names, a color picture of a larger specimen planted in a parkway at Palo Alto, information about the growth habits of the tree, cultural needs, type of tree, the country in which it originated and the exact location of the tree pictured.

In another part of the foyer are similarly planted and marked trees which are undergoing tests by the park department. These have notes as to the location of the test trees and the time they have been under test in the city. On a nearby bulletin board are copies of the city ordinances regarding street trees and photographs of city crews planting and caring for trees in parkways in business and residential areas. Displayed prominently is the book, "Trees of Palo Alto," which describes trees with special histories that are to be found in and around the city.

W. B. B.

GERMAIN EXECUTIVE BACK

W. R. Schoenfield, Jr., president of Germain's, Inc., Los Angeles, Calif., has announced that Walter R. Schoenfield, Sr., returned to active service November 1 as chairman of the board of directors, after a 4-

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PINK JOY, POLKA DOT,
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BIRCH (Betula)		CRAB APPLE, Flowering—Continued		MAPLE (Acer)	
European White (Betula alba)	Each Per 10	Each Per 100	Each Per 10	Each Per 100	Each 100 to 249
6 to 8 ft., br.	\$1.65	\$1.50	Hopa		
5 to 6 ft., br.	1.20	1.10	5 to 6 ft., br.	\$1.20	\$1.10
4 to 5 ft., br.	.90	.85	4 to 5 ft., br.	.90	.85
3 to 4 ft., br.	.65	.60	5 to 6 ft., whips.	.70	.65
European White, clump form			4 to 5 ft., whips.	.60	.55
Three or more stems.			3 to 4 ft., whips.	.50	.45
5 to 6 ft.	2.15	1.90	Niedzwetskyana		
4 to 5 ft.	1.75	1.60	(Redvein Crab Apple)		
3 to 4 ft.	1.35	1.25	5 to 6 ft., br.	1.35	1.25
Two main stems with other smaller stems at the base of the tree.			4 to 5 ft., br.	1.10	1.00
6 to 7 ft., br.	1.80	1.60	5 to 6 ft., whips.	.75	.70
5 to 6 ft., br.	1.45	1.30	4 to 5 ft., whips.	.65	.60
4 to 5 ft., br.	1.10	1.00	3 to 4 ft., whips.	.55	.50
3 to 4 ft., br.	.90	.80	Red Silver		
CHERRY, Flowering			4 to 5 ft., br.	1.10	1.00
Kwanzan, double dark rose-pink			3 to 4 ft., br.	.85	.80
2 to 3 ft., br.	1.20	1.10	4 to 5 ft., whips.	.65	.60
2 to 3 ft., whips.	.80	.75	3 to 4 ft., whips.	.55	.50
Subhirtella Weeping, single			Scheideckeri		
5 to 6 ft. stem.			5 to 6 ft., br.	1.35	1.25
No. 1 heads	3.50	3.25	4 to 5 ft., br.	1.10	1.00
5 to 6 ft. stem.			5 to 6 ft., whips.	.75	.70
No. 2 heads	3.00	2.75	4 to 5 ft., whips.	.65	.60
Serrulata Weeping, double			3 to 4 ft., whips.	.55	.50
5 to 6 ft. stem.			ELM, Chinese (Ulmus pumila)		
No. 2 heads	3.00	2.75	10 ft. and up, 1 1/4 to 1 1/2-in.	1.85	1.70
CRAB APPLE, Flowering			cal., T.	1.45	1.35
Almey			8 to 10 ft., 1 to 1 1/4-in.	1.20	1.15
5 to 6 ft., br.	1.65	1.50	cal., T.	.85	.80
4 to 5 ft., br.	1.45	1.30	5 to 6 ft., br.	1.65	1.50
3 to 4 ft., br.	1.20	1.10	4 to 5 ft., br.	1.35	1.25
5 to 6 ft., whips.	1.10	1.00	5 to 6 ft., whips.	1.20	1.10
4 to 5 ft., whips.	.90	.80	4 to 5 ft., whips.	1.05	.95
3 to 4 ft., whips.	.75	.65	3 to 4 ft., whips.	.85	.80
Airosanguinea			Phaeoxyllum (cordata)		
4 to 5 ft., br.	1.00	1.00	4 to 5 ft., br.	1.65	1.50
3 to 4 ft., br.	.85	.80	3 to 4 ft., br.	1.50	1.35
4 to 5 ft., whips.	.65	.60	LABURNUM		
Bechtel's			Vossi		
3 to 4 ft., br.	.95	.90	6 to 8 ft., br.	2.15	1.90
2 to 3 ft., br.	.75	.70	5 to 6 ft., br.	1.85	1.70
18 to 24 ins.	.65	.60	4 to 5 ft., br.	1.65	1.50
Eleyi			LINDEN (Tilia)		
5 to 6 ft., br.	1.35	1.25	Cordata, small-leaved European		
4 to 5 ft., br.	1.10	1.00	6 to 8 ft., br.	2.75	2.50
3 to 4 ft., br.	.85	.80	5 to 6 ft., br.	2.25	2.00
5 to 6 ft., whips.	.75	.70			
4 to 5 ft., whips.	.65	.60			
3 to 4 ft., whips.	.55	.50			
Floribunda					
4 to 5 ft., br.	1.10	1.00			
3 to 4 ft., br.	.85	.80			
5 to 6 ft., whips.	.75	.70			
4 to 5 ft., whips.	.65	.60			
3 to 4 ft., whips.	.55	.50			
Floribunda purpurea					
5 to 6 ft., br.	1.35	1.25			
4 to 5 ft., br.	1.10	1.00			
5 to 6 ft., whips.	.75	.70			
4 to 5 ft., whips.	.65	.60			
3 to 4 ft., whips.	.55	.50			

year leave of absence due to illness. Active on a top administrative level at Germain's for more than 40 years, Mr. Schoenfeld will devote his attention primarily to policy and counsel on an over-all corporate level.

NEW GREENHOUSE DESIGN

Klupenger Nursery & Greenhouses, Portland, Ore., recently erected eight 20x99-foot plastic greenhouses, of a new design developed by Joseph Klupenger, proprietor of the firm. The houses are built to accommodate standard rolls of polyethylene or Saran cloth.

Gutters running the 99-foot length of the house are supported at a height of six feet by pipe and cedar posts. Arching between the gutters are half circles of galvanized pipe. Curvature of the roof is designed to remove snow automatically.

These pipe "ribs" are tied with connecting "backbone" pipes and covered with Saran cloth. Over that is 10-mil polyethylene. The plastic

is to be removed during the summer months, leaving only the Saran cloth. Around the side of the greenhouses is rabbit wire, covered during the winter with polyethylene. Gas space heaters are used to heat the greenhouses during cold weather. Open sides and doorways provide ample ventilation during the summer months. Ground beds are used.

Mr. Klupenger claims that four men can cover eight houses in seven hours' time with polyethylene. The firm is using the houses to grow azaleas. The firm also recently added a 40x40-foot addition to its warehouse.

OREGON CHAPTER NEWS

The Rose City chapter of the Oregon Association of Nurserymen held a meeting at the Country Kitchen, Portland, October 26, which was attended by 87 nurserymen and their wives. Among those present were O. A. N. officers Reed Vollstedt, Reed & Cross, Eugene, president; Erwin Fowler, Milton Nursery, Mil-



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PEACH, Flo
Helen Bor
6 to 7 ft.
5 to 6 ft.
4 to 5 ft.

PLUM (Orna
Blireiana
5 to 6 ft.
4 to 5 ft.
3 to 4 ft.

Newport
5 to 6 ft.
4 to 5 ft.
3 to 4 ft.
Thunderbol
4 to 5 ft.
3 to 4 ft.

MORAIN
8 to 9 ft.
7 to 8 ft.
6 to 7 ft.

MORAIN
8 to 9 ft.
7 to 8 ft.
6 to 7 ft.

Two-ye
6 to 7 ft.
5 to 6 ft.

LOCUST (H
5 to 6 ft.
4 to 5 ft.

Pink-flow
4 1/2-ft.

IMPERIAL
(Plant P)
6 to 7 ft.
5 to 6 ft.

4 to 5 ft.
3 to 4 ft.

All of our
pruned in th
uniform, fl

APPLES
1/4-in. cal
No. 1, 3/4
No. 2, 2 1/4

cal., b
No. 3, ab

PEAR, Bar
1/4-in. cal
No. 1, 3/4
No. 2, 2 1/4

cal., b
No. 3, ab

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PEACH, Flowering			PEACH, Flowering—Continued			SYCAMORE (Platanus)		
Helen Borchers, pink	Each	Each	Triloba	Each	Each	European (Oriental Plane Tree)	Each	Each
6 to 7 ft., br.	Per 10	Per 100	Small tree with double	Per 10	Per 100	6 to 8 ft., br.	Per 10	Per 100
5 to 6 ft., br.	\$1.25	\$1.15	pink flowers thick set on			5 to 6 ft., br.	\$2.25	\$2.00
4 to 5 ft., br.	1.05	.95	slender branches.				1.80	1.65
	.80	.75						
PLUM (Ornamental Prunus)			3 to 4 ft., bush form	\$1.00	\$0.90	WILLOW (Salix)		
Bilreiana			2 to 3 ft., bush form	.75	.70	Babylonica, Weeping		
5 to 6 ft., br.	1.25	1.15	QUINCE, Flowering (Cydonia japonica)			10 to 12 ft., br.	2.50	2.25
4 to 5 ft., br.	1.00	.90	Crimson Beauty			8 to 10 ft., br.	1.75	1.60
3 to 4 ft., br.	.75	.70	3 to 4 ft., bush form	.80	.75	6 to 8 ft., br.	1.50	1.35
Newport			18 to 24 ins. bush form	.55	.50	5 to 6 ft., br.	1.25	1.15
5 to 6 ft., br.	1.25	1.15	SOPHORA JAPONICA			Wisconsin Weeping		
4 to 5 ft., br.	1.00	.90	(Japanese Pagoda Tree)			6 to 8 ft., br.	1.50	1.35
3 to 4 ft., br.	.75	.70	8 to 10 ft., br.	4.25	3.75	5 to 6 ft., br.	1.25	1.15
Thundercloud			6 to 8 ft., br.	3.75	3.25			
4 to 5 ft., br.	1.00	.90	5 to 6 ft., br.	3.25	2.75			
3 to 4 ft., br.	.75	.70	4 to 5 ft., br.	2.75	2.25			
MORaine ASH® (Plant Patent No. 1768)			SUNBURST LOCUST			SHADEMASTER LOCUST		
1 to 9	Each	Each	(Plant Patent No. 1313)			(Plant Patent No. 1515)		
10 to 29	Each	Each	7 to 8 ft.	\$3.10	\$2.75	8 to 9 ft.	\$4.00	\$3.20
30 to 99	\$3.60	\$3.20	6 to 7 ft.	2.80	2.45	7 to 8 ft.	3.35	2.70
100 to 299	\$3.00	\$2.70	5 to 6 ft.	2.45	2.20	6 to 7 ft.	2.75	2.00
300 and up	2.00	1.80	4 to 5 ft.	2.05	1.85			
6 to 9 ft., whips	\$5.75	\$4.00				HONEY LOCUST (Gleditsia)		
7 to 8 ft., whips	4.50	3.35	Thornless (Gleditsia triacanthos inermis)					
6 to 7 ft., whips	3.75	2.75				8 to 10 ft., br.	Per 10	Per 100
5 to 6 ft., whips	3.00	2.25				6 to 8 ft., br.	\$2.50	\$2.25
MORaine LOCUST® (Plant Patent No. 836)						5 to 6 ft., br.	2.00	1.75
8 to 9 ft., whips	5.75	4.00				7 to 8 ft., whips	1.45	1.30
7 to 8 ft., whips	4.50	3.35				6 to 7 ft., whips	1.20	1.10
6 to 7 ft., whips	3.75	2.75				5 to 6 ft., whips	1.10	1.00
5 to 6 ft., whips	3.00	2.25				4 to 5 ft., whips	.90	.80
4 to 5 ft., whips	2.50	1.80				3 to 4 ft., whips	.60	.55
Two-year top							.45	.40
6 to 8 ft., br.	Per 10	Per 100						
5 to 6 ft., br.	\$5.50	\$5.00						
LOCUST (Robinia) Globe or Umbrella								
5, 5½ and 6-ft. stems	3.00	2.75						
Pink-flowering Moss (Robinia hispida)								
4½-ft. stems	3.00	2.75						
IMPERIAL LOCUST								
(Plant Patent No. 1605)	10 to 29	30 to 99	100 to 299	300 and up				
6 to 7 ft.	\$2.40	\$2.15	\$1.90	\$1.80				
5 to 6 ft.	2.05	1.85	1.65	1.55				
4 to 5 ft.	1.80	1.60	1.40	1.30				
3 to 4 ft.	1.65	1.45	1.25	1.20				

FRUIT TREE SEEDLINGS AND CUTTINGS

All of our seedlings herein listed are root-pruned in the seedling beds, which produces uniform, fibrous, branched root systems.

APPLES		
¼-in. cal. and up, br.	Per 100	Per 1000
No. 1, 3/16 to ¼-in. cal., br.	\$5.20	\$42.00
No. 2, 2/16 to 3/16-in. cal., br.	4.80	38.00
No. 3, about 2/16-in. cal.	4.00	30.00
No. 3, about 2/16-in. cal.	3.20	22.00
PEAR, Bartlett		
¼-in. cal. and up, br.	5.20	42.00
No. 1, 3/16 to ¼-in. cal., br.	4.80	38.00
No. 2, 2/16 to 3/16-in. cal., br.	4.00	30.00
No. 3, about 2/16-in. cal.	3.20	22.00

CHERRY, Mahaleb		
¼-in. cal. and up	Per 100	Per 1000
No. 1, 3/16 to ¼-in. cal.	\$5.00	\$40.00
No. 2, 2/16 to 3/16-in. cal.	4.80	38.00
No. 3, about 2/16-in. cal.	4.00	30.00
No. 3, about 2/16-in. cal.	3.20	22.00
CHERRY, Mazzard		
¼-in. cal. and up	5.20	42.00
No. 1, 3/16 to ¼-in. cal.	4.80	38.00
No. 2, 2/16 to 3/16-in. cal.	4.00	30.00
No. 3, about 2/16-in. cal.	3.20	22.00
PLUM, Myrobalan		
¼-in. cal. and up	5.00	40.00
No. 1, 3/16 to ¼-in. cal.	4.80	38.00
No. 2, 2/16 to 3/16-in. cal.	4.00	30.00
No. 3, about 2/16-in. cal.	3.20	22.00

QUINCE, Angers		
¼-in. cal. and up, R. C.	Per 100	Per 1000
No. 1, 3/16 to ¼-in. cal., R. C.	\$7.50	\$65.00
No. 2, 2/16 to 3/16-in. cal., R. C.	7.00	60.00
No. 3, about 2/16-in. cal., R. C.	6.50	55.00

TERMS: 3% discount cash with order. 2% 10 days, 60 days net from date of invoice. Combination carloads available to eastern distributing points. **SATISFACTION GUARANTEED** All patented items listed on this page are grown under license from patent owners.

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ton-Freewater, vice-president, and the newly appointed executive secretary, Merv Belknap.

Mrs. Martha Walker, Holgate Nursery, moderated a panel of nurserymen's wives, who offered their views on how the nursery business should be run.

Norman June, Junay's Garden Center, Portland, introduced the speaker of the evening, Murray McBride, R. G. Lund Co., marketing and sales consultants, Portland. His address, titled "You and Your Industry," stressed the importance of good relations among the grower, the wholesaler and the retailer.

Clackamas Chapter

The Clackamas chapter meeting of the O. A. N. was held recently at Seid's Restaurant, Oregon City. Larry Effinger, Hood View Acres, Oregon City, O. A. N. state board representative, reported on the last meeting of the state board. He and Harold Miller, Millers' Landscape Nursery, Milwaukie, chapter presi-

dent, also reported on the Gearhart meeting of the association.

Mr. Miller named Franz Kruschke, Kruschke Greenhouses, Clackamas; Ivan Arneson, Arneson Nursery, Canby, and Lowell Hall, Hall's Half Acre, Woodburn, as members of the nominating committee.

Robert Smith, Clackamas county agent, introduced the speaker of the evening, Ray McNeilan, Multnomah county agent, Gresham, who gave an excellent talk on weed, insect and disease control, which was followed by a question and answer period. A meeting of the chapter executive board was held later in the month at the home of Lowell Hall.

Other Meetings

President William Moller, Moller's Nursery, Fairview, led the October 27 meeting of the Columbia River chapter of the O. A. N. Vice-president Erwin Fowler of the O. A. N. spoke briefly to the group about the association's convention plans. Mr. Moller named Hans Nelson, Nelson's

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QUALITY NURSERY STOCK

ACER PLATANOIDES

Fausen's Red-Leaved Maple		Per 10	Per 100
6 to 8 ft., br....	\$35.00		\$325.00
5 to 6 ft., br....	25.00		225.00
8 to 9 ft., whips...	30.00		225.00
7 to 8 ft., whips...	25.00		210.00
6 to 7 ft., whips...	21.00		180.00
5 to 6 ft., whips...	16.00		140.00
4 to 5 ft., whips...	13.00		110.00
3 to 4 ft., whips...	10.00		85.00

Norway Maple

12 to 14 ft., br....	35.00	325.00
10 to 12 ft., br....	30.00	275.00
8 to 10 ft., br....	25.00	225.00
6 to 8 ft., br....	20.50	180.00
5 to 6 ft., br....	15.00	135.00
8 to 9 ft., whips...	10.50	100.00
7 to 8 ft., whips...	10.00	95.00
6 to 7 ft., whips...	9.50	90.00
5 to 6 ft., whips...	8.00	75.00
4 to 5 ft., whips...	6.00	55.00

Columnar Norway Maple

3-yr., 11 to 12 ft...	33.50	310.00
3-yr., 10 to 11 ft...	30.00	275.00
2-yr., 9 to 10 ft...	27.50	250.00
2-yr., 8 to 9 ft...	25.00	225.00
2-yr., 7 to 8 ft...	22.00	195.00
2-yr., 6 to 7 ft...	18.50	170.00
1-yr., 5 to 6 ft...	15.50	140.00
1-yr., 4 to 5 ft...	12.00	110.00
1-yr., 3 to 4 ft...	10.00	90.00

Drummond's Norway

Variegated Maple		
6 to 8 ft., br....	28.50	260.00
5 to 6 ft., br....	25.50	210.00
8 to 9 ft., whips...	21.00	185.00
7 to 8 ft., whips...	20.00	175.00
6 to 7 ft., whips...	18.00	165.00
5 to 6 ft., whips...	14.50	130.00
4 to 5 ft., whips...	10.00	90.00

ACER PSEUDOPLATANUS

Improved Spæthi		
12 to 14 ft., br....	37.50	350.00
10 to 12 ft., br....	32.50	300.00
8 to 10 ft., br....	27.50	250.00
6 to 8 ft., br....	22.50	200.00
5 to 6 ft., br....	16.50	150.00
6 to 7 ft., whips...	12.50	115.00
5 to 6 ft., whips...	10.00	90.00
4 to 5 ft., whips...	8.00	70.00

ACER RUBRUM

(Red Maple)		
10 to 12 ft., br....	32.50	300.00
8 to 10 ft., br....	27.50	250.00
6 to 8 ft., br....	22.50	200.00
5 to 6 ft., br....	16.50	150.00
4 to 5 ft., br....	12.50	115.00

ACER SACCHARUM

MONUMENTALE (Columnar Sugar Maple)		
8 to 10 ft., br....	27.50	250.00
7 to 8 ft., whips...	25.00	225.00
6 to 7 ft., whips...	22.50	200.00
5 to 6 ft., whips...	20.00	175.00
4 to 5 ft., whips...	17.50	150.00
3 to 4 ft., whips...	15.00	125.00

BETULA ALBA

(European White Birch)		
12 to 14 ft., br....	35.00	325.00
10 to 12 ft., br....	27.50	250.00
8 to 10 ft., br....	22.50	200.00
6 to 8 ft., br....	16.50	150.00
5 to 6 ft., br....	12.00	110.00
4 to 5 ft., br....	9.00	85.00
3 to 4 ft., br....	6.50	60.00

FRAXINUS QUADRANGULATA

(Blue Ash)		
10 to 12 ft., br....	37.50	350.00
8 to 10 ft., br....	32.50	300.00
6 to 8 ft., br....	27.50	250.00
5 to 6 ft., br....	22.50	200.00
6 to 7 ft., whips...	18.00	165.00
5 to 6 ft., whips...	15.00	135.00
4 to 5 ft., whips...	12.00	105.00

Quantity Prices and Catalog
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Rose & Holly Farm, Troutdale; Harry Carlson, Harry J. Carlson & Son, Gresham, and Frank Schmidt, Jr., J. Frank Schmidt & Sons, Troutdale, to the nominating committee. Mr. and Mrs. Frank Doerfler, F. A. Doerfler & Son, Salem, showed slides taken during their trip through several European countries.

The Cascade chapter of the O. A. N. recently held a potluck dinner at the home of Mr. and Mrs. Myron Lehne, M. Lehne Nursery, Roseburg. The chapter voted to change the required number of meetings per year to three, due to the distance between centers covered by the chapter. The next chapter meeting is scheduled for December 6 at the S. & H. Nursery, Central Point.
C. H. P.

OREGON NOTES

Jack Stump, Monmouth, holly grower, has, with the aid of federal wildlife authorities, found a way to rid himself of starlings. A fiber net, a cage and a battery of powerful electric lights with reflectors are used. The funnel-shaped fiber net, 25 feet high and 60 feet wide, was stretched at one end of the holly orchard, its narrow end opening into the cage, with the row of electric lights behind it. At night men frightened the starlings toward the net and lights with firecrackers and guns. Once funneled into the cage, the starlings were covered with heavy canvas and exterminated. Starlings ruin much holly each year with their droppings.

Mrs. Mary Smith, who formerly operated Valley View Nursery, Portland, with her husband, Roy, recently underwent open heart surgery after a long illness. She withstood the surgery in A-1 condition and is reported on the way to greatly improved health.

Christmas tree thieves have been making yearly inroads into plantings at the Hoyt Arboretum near Portland. A round-the-clock vigil is planned this year during the month of December by Ernest E. Fischer to prevent any further loss.

Mrs. Clarence Mallitz, wife of Clarence E. Mallitz, owner of Platt Nursery, Sutherland, died recently after a long illness.

Moore's Nursery, Roseburg, has been sold to James Brown.

Mrs. Helen McGill, wife of Wayne McGill, A. McGill & Son, Fairview, broke an ankle while touring Japan with her husband. Their trip was cut short, and Mrs. McGill was returned home to the Providence hospital, Portland, for expert attention.

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	Per 100	Per 1000
1-yr., S.	\$ 5.00	\$ 40.00
2-yr., S.	7.00	60.00
3-yr., S.	10.00	90.00

SEEDLINGS have been root-pruned to insure a good root system. The 3-yr. seedlings have also been cut back, to make a more bushy, compact plant.

TERMS: Check is requested before shipment or will ship C.O.D., if preferred. All orders shipped by railway express unless otherwise stated.

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MOUNT VERNON NURSERY
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DWARFS—for ranch-style houses
—for low windows
—for planters

DWARFS—for constant
lasting
year-round beauty

	Per 100	Per 1000
Cephalotaxus harringtonia fastigiata (Plum Yew) Columnar and dark green. 3 to 6 ins., once transplanted.....	\$17.00	\$153.00
Chamaecyparis lawsoniana grandis Wonderful, green, flat pyramid. 6 to 9 ins., once transplanted.....	20.00	180.00
Chamaecyparis lawsoniana minima glauca (Little Blue Cypress) Captivating, hardy, midget. 6 to 9 ins., twice transplanted, B. R....	71.00	....
Chamaecyparis nootkatensis glauca compacta (Compact Blue Alaska Cypress) Charmingly blue-green foliage. 3 to 6 ins., once transplanted.....	16.00	144.00
Chamaecyparis pisifera compacta Exceedingly dense dwarf globe. 3 to 6 ins., once transplanted.....	17.00	153.00
Chamaecyparis pisifera compacta nana A real genuine dwarf. 3 to 5 ins., once transplanted.....	21.00	180.00
Chamaecyparis pisifera filifera nana aurea (Dwarf Golden Thread Cypress) Superbly in a class by itself. 12 to 18 ins., twice transplanted, B. R.	30.00	270.00
Erica carnea (Sherwood Creeping Heath) Bright green foliage, bright red flowers. 9 to 12 ins., twice transplanted, B. R.	22.00	198.00
Erica mediterranea hybrida (Darley Heath) Lovely winter bloomer. 9 to 12 ins., twice transplanted, B. R.	22.00	198.00
Picea excelsa mucronata (Dwarf Norway Spruce) Dense, dwarf, pyramidal conifer. 3 to 6 ins., once transplanted.....	18.00	162.00
Picea excelsa nidiformis (Nest Spruce) Dark, compact, flattened globe. 6 to 9 ins., once transplanted.....	24.00	216.00
Picea excelsa (Sherwood Multnomah Spruce) Picturesque, rugged in appearance. 3 to 6 ins., once transplanted.....	21.00	180.00

	Per 100	Per 1000
Picea excelsa pygmaea (Pygmy Spruce) Very dwarf, dark green. 1 to 3 ins., once transplanted.....	\$14.00	\$126.00

DID YOU KNOW?

Sitka Spruce (*Picea sitchensis*), largest and most impressive of all the spruces, has been known to have a height of 250 feet and a trunk diameter of 15 feet.

Pinus aristata (Bristlecone Pine) Probably world's most beautiful conifer. 6 to 9 ins., not transplanted.....	24.00	198.00
Pinus mughus compacta (Mugho Pine) Very hardy dwarf. 6 to 12 ins., not transplanted.....	11.00	99.00
Rhododendron intricatum (Bluet Rhododendron) Purple flowers, cheerful pixie 3 to 6 ins., once transplanted.....	18.00	162.00
Rhododendron myrtifolium (Myrtle Rhododendron) Rose flowers, fragrant foliage. 3 to 6 ins., once transplanted.....	18.00	162.00
Taxus baccata procumbens (Prostrate English Yew) Deep green, low growing. 6 to 9 ins., once transplanted.....	21.00	180.00
Taxus baccata repandens (Spreading English Yew) Unusual dark green spreader. 3 to 6 ins., once transplanted.....	17.00	153.00
Taxus baccata repandens aurea (Gold Spreading English Yew) Foliage bright gold. 3 to 6 ins., once transplanted.....	18.00	162.00
Taxus cuspidata nana (Dwarf Japanese Yew) Picturesque, well liked. 3 to 6 ins., once transplanted.....	18.00	162.00

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The prices here quoted include expert packing and delivery to you. **ALL SHIPPING CHARGES PREPAID** except on stock marked B.R. to any point in the United States and Canada, except Alaska and Hawaii.

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CORBETT, ORE.

been meeting regularly at the home of Ray Collier, Collier Spray & Landscape Service, Portland. Ray A. McNeilan, Multnomah county agent, has been assisting in the programing of the meetings. A trade organization of spray operators is hoped for in the future.

The father of Joe Klupenger, Klupenger Nursery & Greenhouses, Portland, is reported in serious condition after suffering a severe heart attack.

Mrs. Neva M. Potter, of the O. A. N. executive secretary's office, is recuperating well from recent surgery.

M. Lehne Nursery, Roseburg, is building a new propagating greenhouse.

E. P. Balts & Son, Portland land-

scape contractors, have been handling the initial landscape work about the new \$8 million Memorial Coliseum at Portland. Landscaping, when it is completed, will be extensive.

Slated for appearance on programs of the Portland Men's Garden Club during the winter are John Henny, Henny's Azaleas, Brooks; Carl Starkner, Jennings Lodge, Nurserymen; Fred Edmunds, Jr., rose and holly grower, Wilsonville; Ralph Sittel, fuchsia grower, Tigard; Paul Van Allen, Portland Wholesale Nursery Co., Portland, and Walter Marx, Marx Iris & Perennial Gardens, Boring.

Joachim Suhr, father of Arthur Suhr, Mount Hood Nursery, Gresham, died recently.

C. H. P.

ACCOUNTING—ARROWHEAD

[Continued from page 11]

Accounting can also provide various summaries and reports for managerial use. The accounting process involves (1) collecting, (2) classifying, (3) interpreting and (4) reporting information about the business venture with which it is concerned.

Dr. Carson discussed the following terms, the meaning and interrelation of which are essential to an understanding of business accounting: Asset, liability, capital (net worth, in a proprietorship) income (revenue), expense, profit (net income) and loss.

He stressed that to qualify as an asset, an item must be both owned and expected to provide future bene-

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Increased Variety
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Quality Stock

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EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
VINES AND BULBS
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NURSERY SUPPLIES

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FAIRVIEW, ORE.

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FRUIT TREE SEEDLINGS
FLOWERING ORNAMENTAL TREES
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Licensed Growers of

Crimson King Maple (Pat. No. 735)
Moraine Locust (Pat. No. 836)
Shademaster Locust (Pat. No. 1515)
Skyline Locust (Pat. No. 1619)
Sunburst Locust (Pat. No. 1313)

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Fine-quality, two-year plants
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Our mother stocks sent to us direct from E.M. Research Station, guaranteed true to number.

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fit. These assets, minus liabilities, constitute capital or net worth at any point of time, and thus are shown in the balance sheet. On the other hand, net profit or loss over a period of time is derived by subtracting expenses from income or revenue and therefore is shown in the income statement.

Capital at the beginning of the period plus additional investments by owner(s) (or minus withdrawals) plus net profit (or minus loss) represents capital at the end of the period. Many assets turn into expenses, but they should bring in revenue during the process of change. Thus, new assets are acquired to replace those that have become expenses.

In the interests of expediency, many short-term assets are treated in the accounts as expenses at the outset—postage stamps are an extreme example. Dr. Carson pointed out that as a measuring device, accounting is more like a yardstick than a micrometer.

The common problems that arise in the measurement of periodic income can begin with the definition of income. While economists may become involved with subjective concepts such as value, the accountant must deal with objective, verifiable data. In the final analysis, net profit or net income is the difference between the cash (or equivalent) that the owner(s) put into the enterprise and the amount they get back.

The problems of income calculation nearly all stem from the need for periodic income determination. The cash basis of income calculation is usually unsatisfactory. The accrual basis attempts to match realized revenue with the costs and expenses that presumably brought in the revenue. Usually, income is considered to be realized when the sale is made.

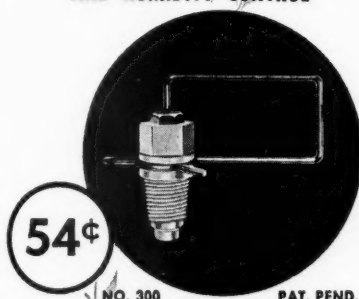
There are similarly common problems in calculating assets. In differentiating between current assets and noncurrent assets, the accountant considers the former to be those which will become available for the payment of current liabilities in the normal operating cycle of the business. Cash and current receivables present minor problems compared to inventory, which is part of the problem of attempting to match cost and revenue on a periodic basis.

In most cases, evaluating the goods sold or unused at the end of the period is the focal point of the inventory problem, since identical units may have been purchased at different costs at different times. The three commonest systems for assigning costs are:

1. First in, first out (FIFO)—The

Flora-MIST FOGGER

A PRACTICAL, ECONOMICAL WAY TO PROVIDE MOISTURE FOR PROPAGATION AND HUMIDITY CONTROL



NO. 300

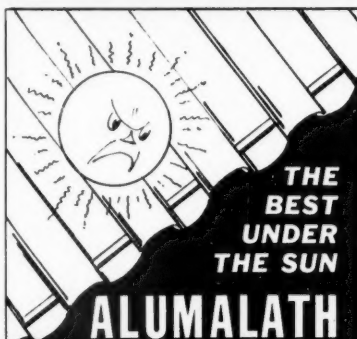
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Simple in design
Made of Nylon with Metal
Jet and Wire Baffle
Little or no maintenance required
Field-Tested for effectiveness
Priced for extensive use and
VOLUME SELLING!

For FREE Sample
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Write To

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VAN NUYS, CALIFORNIA



THE
BEST
UNDER
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ALUMALATH
COOL VENTED SHADE
FOR
GREENHOUSES
ELIMINATES PAINTING
LATH HOUSES
BEAUTIFUL AND DURABLE

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Literature and Estimate

ALUMALATH

Box A 555
Sunset Beach, Calif.

BEGINNING IN THE NURSERY BUSINESS
By John J. Pinney. 64 p. (1958). \$1.00.
American Nurseryman Chicago 4, Ill.

units sold first are assumed to be those purchased first (usually at a lower cost), and the units remaining in inventory are assumed to be those purchased last (usually at a higher cost).

2. Last in, first out (LIFO)—The units sold first are assumed to be those purchased last (higher cost), and the units remaining in inventory are assumed to be those purchased first (lower cost).

3. Average—The varying costs of different purchases are averaged and an equal cost is assigned to each unit.

FIFO conforms to the physical flow of goods in the vast majority of cases. LIFO has come into prominence in recent years, having the beneficial effect of lowering profits, therefore lowering taxes, in these inflationary good times.

Unrealistic System

Nurserymen, especially retailers, use a modified LIFO. According to the group present, most use a fictitious lower figure arrived at by working back from selling price of goods on hand to cost. Dr. Carson pointed out that in so doing one is not telling himself how much income he actually received. If he were suddenly wiped out, he would have to arrive at a reasonable figure to replace his inventory. This figure would be very high compared to the above fictitious figure.

The following simplified example reflects the different inventory figures derived by the three common methods:

Assume three items were bought at separate times, costing, in order of purchase, \$1, \$1.10 and \$1.25. Two were sold, bringing in a total of \$3.50, and one remains in inventory. Expenses were \$1.

INCOME STATEMENT

	FIFO	Average	LIFO
Sales	\$3.50	\$3.50	\$3.50
Cost of goods sold	2.10	2.24	2.35
Gross Profit	1.40	1.26	1.15
Expenses	1.00	1.00	1.00
Net Profit .....	.40	.26	.15

BALANCE SHEET

Inventory	1.25	1.12	1.00
-----------------	------	------	------

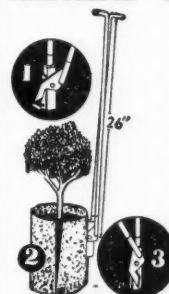
The major problem in accounting for long-term assets arises in dealing with depreciation, which is the term used to describe the loss of economic usefulness of an asset. This loss may be due to wear and tear, or physical depreciation, which is usually small and easy to estimate; inadequacy or functional depreciation, or obsolescence.

Depreciation accounting is a process of cost apportionment—not valuation. It involves an attempt to apportion the cost of an asset to the periods benefited by its possession or use.

The commonest depreciation [Continued on page 85]

IT'S THE MOST COAST TO COAST

The *genuine*
REDHEAD CAN SHEAR



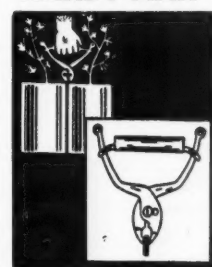
"Saves" the most.
"Lasts" the most.
"Hurries" the most.
Cuts the most cans, in the most nurseries, everywhere! By June, '59, almost 30,000 Redheads were cutting millions of cans off plants every month.

DO YOU HAVE THIS LABORSAVER?

It pays to cut every can before it leaves your nursery. Customers can't be trusted to knock out a plant without breaking top or root ball!
Price: 1 or 2, each, \$7.00; 3 for \$18.75, plus postage. (Package weight, 1 unit, 5 lbs.)

The *original*

HANDY-MAN GRIPZIT



Grips one can or two. Holds on like a bulldog, yet lets go at once when you set plants down. Picks any canned plant out of a jam-packed block of cans. Saves hours when loading trucks, yard dollies or just relocating display plants.

DO YOU HAVE THIS LABORSAVER?

Price: 1 only, \$3.20; 2 to 5 units, each, \$2.90, plus postage. (Package weight, each 2/3 lb.)

NOTE . . .

Both these tools have been copied—in appearance. We cannot accept these copies for repair under our guarantee. Insist on seeing this label



From Maine south through Virginia, West through Pennsylvania and West Virginia, write A. H. GUTBROD CO., Box 96, Irvington, N. J.
From North and South Carolina, Georgia, Alabama and Florida, write COLUMBIA NURSERY SUPPLY CO., Box 5068, Columbia, S. C.
From Illinois, Indiana, Ohio, Kentucky and Tennessee, write A. M. LEONARD & SON, Piqua, Ohio.
From Kansas, Missouri, Oklahoma, Arkansas, Louisiana, Mississippi and Texas, write VERHALEN NURSERY CO., 12140 Harry Hines Blvd., Dallas, Tex.

From Unnamed States Write to:

Ayer-Line INDUSTRIES, INC.
709 Jones St. BERKELEY 10, CALIF.

CLASSIFIED ADS

Rate: 40 cents per line, each insertion.

Minimum order, \$4.00.

Instructions for the January 1 issue must be received by Friday, December 9.

Forms for January 15 issue will close Friday, December 23.

AZALEAS

BECKY AZALEA
New Azalea with longer lasting flowers.
Full graded plants in clay pots for forcing
as needed. Write for prices, stating quantity
required. ORDER NOW.

Patent No. 1699.
VOSTERS NURSERIES AND GHSES, INC.
Secane, Pa.

HINO-CRIMSON, GLENN DALES, ETC.
Thousands of beautiful Kurume, and other
evergreen Azaleas, including newer varieties.
Dense, bushy, well-budded for landscape
planting and forcing. Selling fast—order
now. Landscape sizes, liners.

THE TANKARD NURSERIES, Exmore, Va.

AZALEAS IMPORTED FROM HOLLAND
AZALEA MOLLIS SINENSIS
WELL-BUDDED, VERY HARDY.
SPRING DELIVERY.
WRITE FOR WHOLESALE PRICE LIST.
HEEMSKERK & CO.'S BULBS
P. O. Box 392 Ridgewood, N. J.

AZALEAS
Rooted cuttings, hardy, evergreen.
Hino-Crimson, Gable, Kaempferi and Vuyk-
iana hybrids. List on request.
JOHN VERMEULEN & SON, INC.
P. O. Box 336A Neshanic Station, N. J.

AZALEAS
25 varieties.
Field-grown and rooted cuttings.
WIGMORE'S NURSERIES
Norman Ave., Riverside Pk., Riverside, N. J.
Phone BELmont 5-2210.

AZALEAS
For forcing and landscape planting.
Write for our full trade list.
THE LEVICK NURSERY CO.
R. F. D. 3 Bridgeton, N. J.

AZALEAS
Completely hardy, well-budded, mollis x
sinensis hybrid Azaleas, 60 varieties. Ask for
our list.
MESKERS BULB CO., WALDWICK, N. J.

BARBERRIES

BERBERIS CRIMSON PIGMY
Per 100 Per 1000
2 1/2-in. pots, 2-yr. \$20.00 \$180.00
4-in. Cloveret pots 40.00 350.00
Write for complete list.
GULF STREAM NURSERY, INC.
Wachapreague, Va.

Barberry liners, Crimson Pigmy, Julianae,
Julianae nana, mentorensis.
Please see complete list on pages 60 and 61.
Templeton, Phytotektor, Winchester, Tenn.

Set Stock Quickly and Easily with
American Nurseryman Classified Ads.

BERRY PLANTS

LATHAM RASPBERRY PLANTS

Top quality plants, New Jersey twice state
inspected. Grown in fumigated soil. Plants
are a heavy grade with an exceptionally fine
root system.

No. 1, 3/16 to 1/4-in., \$45.00 per 1000.
No. 1, 1/4-in. up, \$55.00 per 1000.

Prices are F.O.B. Free packing. Fall or
spring delivery.

BRIDGE VIEW NURSERY
Waterford Works, N. J.

BUXUS

Buxus sempervirens (Boxwood), from 2-yr.
beds, 6 to 8 ins., \$12.00 per 100, \$100.00 per
1000. Mountville Nurseries, Mountville, Ga.

If you don't find it listed here
try a Want Ad in the next issue
of the American Nurseryman.

BULBS and TUBERS

IMPORTED DUTCH FALL BULBS
WRITE FOR WHOLESALE
PRICE LIST.

HEEMSKERK & CO.'S BULBS
P. O. Box 392 Ridgewood, N. J.

TUBEROUS BEGONIAS

Double-flowered CAMELLIA type, 8 colors.

	Per 100	Per 1000
1 1/4 to 1 1/2-in.	\$ 6.50	\$ 55.00
1 1/2 to 2-in.	10.00	90.00
2 to 2 1/2-in.	15.00	135.00
2 1/2-in. up, mammoth	20.00	175.00
Double-flowered FIMBRIATA (Carnation), 6 colors.		
1 1/4 to 1 1/2-in.	\$ 7.50	\$ 65.00
1 1/2 to 2-in.	13.50	125.00
2-in. up	16.50	145.00
PENDULA (hanging basket type), 6 colors.		
1 1/4 to 1 1/2-in.	\$ 8.00	\$ 70.00
1 1/2 to 2-in.	13.50	125.00
2-in. up	17.50	165.00
PICOTEE, bicolor red and white double flowered.		
1 1/2 to 2-in.	\$13.50	\$125.00

MULTIFLORA HYBRIDS, reds, salmons,
yellows

MULTIFLORA MAXIMA (new), 6 colors.
1-in. up \$13.50 \$125.00
Minimum order \$10.00.

GLOXINIAS

The best leading commercial varieties.
Over 100 of the finest new commercial
named varieties in regular and lance-leaved
type. Send for our colored charts with cul-
tural directions.

	Per 100	Per 1000
No. 3, 3/4 to 1-in.	\$ 6.00	\$ 50.00
No. 2, 1 to 1 1/2-in.	10.00	90.00
No. 1, 1 1/2 to 2 1/4-in.	16.00	150.00
Jumbo, 2 1/2 to 3 1/4-in.	23.00	230.00
Mammoth, 3 1/4-in. up	35.00	325.00
Minimum order \$10.00.		

Include postage charges when requesting
shipments by parcel post.

1170 Broadway LOUIS DANK New York 1, N. Y.

CLEMATIS

CLEMATIS VINES

Large flowering, from 4-in. pots.
Blooming size, 1-yr. frame,
85c each.

Gypsy Queen, purple
Lanuginosa candida, white
Ernest Markham, red
Duchess of Albany, pink bell
Ville de Lyon, red
Lawsoniana, sky-blue.

Plants shipped bare-root.
Cash with order. Fall delivery.
FOR STAR NURSERY
8215 238th St. S. W. Edmonds, Wash.

DELPHINIUMS

DELPHINIUMS

Our field-grown Delphiniums are excellent
this year. Be sure to write for new list. As a
get-acquainted offer, let us send to your ad-
dress, 50 Pacific Giant Hybrid Delphiniums,
2-yr.-old plants, in assorted colors, for \$8.00,
postpaid to your nursery.

WALTERS GARDENS
R. R. 2 Zeeland, Mich.

DOGWOODS

DOGWOODS

	Per 10	Per 100
Cornus florida plena, double white		
6 to 12 ins., 1-yr., bare-root..	\$5.00	\$45.00
12 to 18 ins., 1-yr., bare-root..	6.00	55.00
18 to 24 ins., 1-yr., bare-root..	9.00	80.00
2 to 3 ft., 1-yr., bare-root.....	11.50	....
Cornus florida rubra, pink-flowering		
6 to 12 ins., 1-yr., bare-root..	5.00	45.00
12 to 18 ins., 1-yr., bare-root..	6.00	55.00
18 to 24 ins., 1-yr., bare-root..	9.00	80.00
2 to 3 ft., 1-yr., bare-root.....	11.50	100.00

CASH, PLEASE.
BYERS NURSERY CO.
Route 2 Huntsville, Ala.

CORNUS FLORIDA RUBRA

(Pink Dogwood)

	Per 10	Per 100
Northern-grown, sheared tops.		
3 to 4 ft., B&B.....	\$ 3.75	
4 to 5 ft., B&B.....	5.00	
5 to 6 ft., B&B.....	6.50	
6 to 7 ft., B&B.....	8.00	
7 to 8 ft., B&B.....	15.00	

Pickup at nursery.
BROOKVILLE NURSERIES
Box 53, Northern Blvd., Glen Head, L. I., N. Y.

EUONYMUS

EUONYMUS LINERS

ROOTED CUTTINGS from open frame.

	Per 100	Per 1000
E. fortunei coloratus	\$6.50	\$45.00
E. fortunei Sarcocoe	8.00	60.00
E. fortunei minimus	8.00	60.00
E. patens	6.50	45.00
E. patens, small leaf	6.50	45.00

FOX NURSERY, HUMANSVILLE, MO.

Euonymus alatus compactus liners.
Please see complete list on pages 60 and 61.
Templeton, Phytotektor, Winchester, Tenn.

EVERGREENS, Liners

EVERGREEN LINERS

Per 100 Per 1000

GLOBE ARBORVITAE.

woodward, dark green, 1-yr.
transplants, 4 to 6 ins....\$30.00 \$250.00
Hovey's, green; 1-yr. trans-
plants, 4 to 6 ins.... 25.00 200.00
2-yr. transp., 6 to 8 ins.... 40.00 300.00

PYRAMIDAL ARBORVITAE,

compacta, green, 1-yr.
transplants, 5 to 7 ins.... 35.00 300.00
JUNIPER, Blue Pfitzer,
(chinesisensis hetsi), 1-yr.
transplants, 5 to 7 ins.... 25.00 200.00

JUNIPER, Irish, 1-yr. trans-

plants, 4 to 6 ins.... 30.00 250.00
JUNIPER, Andorra, 1-yr.
transplants, 4 to 6 ins.... 30.00 250.00

JAP. YEW, grown from seed,

Taxus cuspidata, 4-yr.
transp. (2-2), 6 to 12 ins. 30.00 200.00
JAP. YEW, transplanted rooted
cuttings.

Taxus cuspidata, spreading,
1-yr. transp., 5 to 6 ins.... 25.00 175.00
2-yr. transp., 6 to 8 ins.... 35.00 250.00

Taxus hicksi, upright,
1-yr. transp., 5 to 7 ins. 25.00 175.00

2-yr. transp., 8 to 10 ins. 40.00 300.00

Taxus brownii, upright,
1-yr. transp., 4 to 6 ins.... 25.00 175.00

2-yr. transp., 6 to 8 ins.... 40.00 300.00

Taxus hunnewelliana, semi-
upright,
1-yr. transp., 4 to 6 ins.... 25.00

Taxus intermedia, spreading,
1-yr. transp., 4 to 6 ins.... 25.00 175.00

2-yr. transp., 6 to 8 ins.... 35.00 250.00

JAPANESE HOLLY (Ilex),

retundifolia, transplants,
6 to 10 ins. 35.00 300.00
convexa, transplants,
6 to 10 ins. 35.00 300.00

6 to 10 ins., transplants,
6 to 10 ins. 35.00 300.00

AMERICAN HOLLY, FEMALE,

10 per cent male, 1-yr.
transplants, 8 to 12 ins.... 50.00 400.00
DELIA BRADLEY,
1-yr. transp., 8 to 12 ins.... 50.00 400.00

MUSSER FORESTS, INC.
Box 16LC Indiana, Pa.

BERCKMANS' GOLDEN ARBORVITAE

OUR SPECIALTY

Sturdy liners, dirt-grown in full sun.

	Each	100	1000
4 to 6 ins.	\$0.08	\$0.07 1/2	
6 to 8 ins. ....	.11	.10	
8 to 10 ins., transplanted.....	.17	.15	
10 to 12 ins., transplanted.....	.22	.20	

140 Woodland Dr. Thomasville, Ga.
James W. Lawson, Mgr. Phone CA 6-4245

ROOT YOUR CUTTINGS

1-yr. wood only.
Taxus, 100, 5 1/2 c; 1000, 6 c; 5000 up, 5c.
ROOTED CUTTINGS, available spring, 1961.
5000 intermedia (Sebian), 3000 hicksi, 2500
Taxus intermedia, 2500 Boxwood (semp.),
100, 3 1/2 c; 1000, 8 c; 5000 up, 7c. 10,000 Euony-
mus vegetus, 6c. 10 per cent with order.
POXTUIS GREENHOUSE AND NURSERY
8455 Butternut Ridge Elyria, O.
Phone GL 8-4839 (DDD area code No. 216)

FIELD-GROWN LINING-OUT STOCK

Strong liners that will please you.

	Each	100	1000
Hemlock, TT, 8 to 10 ins.	25c	22 1/2 c	
Hemlock, TT, 10 to 12 ins.	35c	32 1/2 c	

The 100 rate applies beyond the beetle zone.

TWIN CEDAR NURSERY

Williamsburg, Mass.

3-YR. BEDDED, POTTED

Each	100	1000
Andorra Juniper, 8 to 10 ins., T. \$0.50	\$0.40	
10 to 15 ins., T. ....	.60	.50
Pfitzer Juniper, 8 to 10 ins., T. ....	.50	.40
10 to 15 ins., T. ....	.60	.50
Pfitzer comp. Juniper, 8 to 10 ins., T. ....	.50	.40
10 to 15 ins., T. ....	.60	.50
Taxus hickoi, 6 to 10 ins., T. ....	.45	.40
Thuja globosa, 12 to 15 ins., T. ....	.50	.45
Thuja pyramidalis, 18 to 24 ins., T. ....	.60	.50
Thuja wareana (Siberian), 12 to 15 ins., T. ....	.50	.45

2-YR. POTTED, 2 1/2-IN. POTS

Juniper, Pfitzer compacta	.27 1/2	.25
Taxus, Adams columnaris	.30	.27 1/2
Taxus brownii	.30	.27 1/2
Taxus hatfieldi	.30	.27 1/2
Taxus intermedia	.30	.27 1/2
Thuja woodwardii	.25	.22 1/2

THE HOLLANDIA GARDENS

South Vienna, O.

TAXUS HICKSI

6 to 8 ins., from open beds.
Greenhouse propagated.
January 1, 1959, X, \$180.00 per 1000.
January 1, 1958, XX, \$250.00 per 1000.
12 to 18 ins., old liners, 4-yr., XX, \$400.00 per 1000.

ALSO FOR DECEMBER

Cutting wood, stems 10 to 15 ins., in lots of 5000, 2c each. NO SHIPPING.
Stock sold for cash pickup only.
Nursery open from 9 A. M. to 5 P. M.

DUNLAP'S NURSERY

Oakwood Manor, Cromwell, Conn.
Phone Diamond 6-4972, 7 to 8 A. M. or after 7 P. M.

MIAMI NURSERY PRICE LIST

2-YR. POTTED STOCK

The finest Taxus, Arborvitae, Junipers and broad-leaved liners and rooted cuttings.
2-yr., pot-grown stock, 7 to 9 ins., sheared, 26c to 26c each, per 1000 rate.
1-yr.-old, heavy rooted cuttings, 8c to 10c, per 1000 rate.

NOTE: Write for price list with full line of potted stock and rooted cuttings. "GET ACQUAINTED" OFFER on 250 2-yr. pot plants or 250 rooted cuttings. Special prices on large quantities. Samples free on request. Call collect TIPP CITY, NO 7-6398.
MIAMI NURSERY CO., TIPP CITY, O.

PINE, SPRUCE SEEDLINGS

AND LINERS	100	1000
Scotch Pine, 3-yr., 9 to 14 ins., (French and Spanish strains)	\$ 6.00	\$30.00
Colo. Blue Spruce, 4-yr., 6 to 12 ins.	10.00	50.00
Norway Spruce, 3-yr., 6 to 12 ins.	6.00	35.00
Juniperus glauca hetzi, 2-yr., 6 to 12 ins.	30.00	....
Spreading Jap. Yew, 4-yr., 6 to 12 ins.	40.00	....

Write for complete list.

PAINT CREEK NURSERIES

R. D. 1 Shippville, Pa.

LINING-OUT EVERGREENS

SEE OUR DISPLAY AD

IN THIS ISSUE

ON PAGES 26-27.

CARTWRIGHT NURSERY CO.

Collierville, Tenn.

ROOTED CUTTINGS

Rooted in open beds in summer of 1960.
Ilex rotundifolia5c
Ilex hetzi5c
Ilex microphylla5c
Ilex burfordii5c
Ilex bullata5c
Ligustrum lucidum4c
Write for complete list of liners and finished Evergreens.

STRAIN & SONS NURSERY

Highway 31 South Athens, Ala.

KOSTER BLUE SPRUCE

1-yr. grafts, \$1.50.

Fall delivery.

Cash with order.

FOUR STAR NURSERY

8215 238 St., S. W. Edmonds, Wash.

SPECIAL FALL PRICES, 250,000 LINERS

Taxus seedlings, 1, 2, 3 and 4 yrs.
Taxus hickoi, 1, 2, 3 and 4 yrs.
Taxus brownii, 2 and 3 yrs.
Write for price list.
Special prices on lots of 5000.
DRAKE'S NURSERIES
G-4342 Branch Rd. Flint 6, Mich.

SEEDLINGS AND TRANSPLANTS

See our display ad on page 50 of this issue.
W. S. YOE NURSERIES
Lake St. Madison, O.

FRENCH SCOTCH PINE SEEDLINGS

2-year seedlings, 4 to 8 ins., \$12.00 per 1000. Nice, strong stock.
DONALD GRUNAWAY
St. Regis Falls, N. Y.

Mahonia pinnata, very beautiful plants, much better than Mahonia aquifolium.
Please see complete list on pages 60 and 61.
Templeton, Phytotektor, Winchester, Tenn.

Nandinas, nice well-rooted, 18 to 24 ins., \$7.50 per 10, \$65.00 per 100. Shipped bare-root in moss.
Boston Mountain Nursery, Mountainburg, Ark.

EVERGREENS, B&B

SURPLUS SPECIMEN STOCK, B&B

Barberry, julianae, 2 1/2 to 3 ft.	\$3.25
Barberry, julianae, 3 to 3 1/2 ft.	3.50
Arborvitae, pyramidal, 5 to 6 ft.	4.00
Arborvitae, pyramidal, 6 to 7 ft.	5.00
Juniper, Irish French, 5 to 6 ft.	2.25
Juniper, Spiny Greek, 3 to 4 ft.	3.50
Juniper, Pfitzer, 4 to 5 ft.	4.00
Euonymus patens, 3 to 3 1/2 ft.	4.50
Euonymus sieboldii, 3 to 3 1/2 ft.	4.00
Boxwood, suffruticosa, 15 to 18 ins.	3.50
Boxwood, suffruticosa, 18 to 24 ins.	4.50
Boxwood, suffruticosa, 24 to 30 ins.	5.50

LAWRENCE SANDERS NURSERY

721 Kentucky Ave. Paducah, Ky.

NANDINA DOMESTICA

STIMULATE YOUR CHRISTMAS TRADE.
RED FOLIAGE AND RED BERRIES in winter make this "Heavenly Bamboo of China" a most attractive evergreen shrub. Gives the sub-tropical effect so much desired in modern type planting. Hardy up to Maryland. A tub plant farther north.
2 to 2 1/2 ft. berried plants, B&B.....\$2.00
2 1/2 to 3 ft. berried plants, B&B.....3.00
3 to 3 1/2 ft. berried plants, B&B.....3.75
Shipment by our truck or yours. No crating.
THE TANKARD NURSERIES, Exmore, Va.

SURPLUS STOCK

EXCELLENT QUALITY, B&B
10,000 Pfitzer and Hetz glauca Junipers, 18 to 24 ins., \$1.75; 24 to 30 ins., \$2.25.
5,000 Irish Juniper, 2 to 3 ft., \$1.50; 3 to 4 ft., \$2.00.
5,000 Nandinas, 15 to 18 ins., \$1.00; 18 to 24 ins., \$1.25.
Write for our new price list.

ROLLER'S NURSERY, ROGERS, ARK.

POTTED LIVE TREES

Norway Spruce, full, shapely, green foliage, nursery dug. Potted with full clump of dirt in wooden containers: 2 to 3 ft., \$2.35; 3 to 4 ft., \$2.75; 4 to 5 ft., \$3.85; 5 to 6 ft., \$5.00.
Jap. beetle area only.

W. V. GRIFFIN

8 Elizabeth Ave. East Brunswick, N. J.

Near Herberts Corners. Phone CL 7-2484

ILEX ROTUNDIFOLIA

12 to 15 ins.\$1.40

15 to 18 ins.1.65

HETZ JUNIPER

15 to 18 ins.\$1.50

18 to 24 ins.1.75

24 to 30 ins.2.00

Well-sheared, full.

FIKE NURSERIES, HOPKINSVILLE, KY.

PITZER JUNIPER

Attention, Chicago area landscapers!

Quality Pitzers, 2 ft. to 4 ft. Priced reasonably. Also Yews, Douglas Fir, etc.

THE EVERGREEN NURSERIES

(J. Van Wyngarden)

R. R. 2 Phone Lowell 3514 Hebron, Ind.

EVERGREENS, Miscellaneous

EVERGREENS

Coniferous and broad-leaved. See our display ad October 15 American Nurseryman. Complete wholesale price list on request.
WAYNESBORO NURSERIES
Waynesboro, Va.

FOLIAGE PLANTS

BIG-LEAVED PHILODENDRON

TOTEM POLES

Pertusum, 6-in. plastic pot on 24-in. cypress slab, 2 plants per pot, \$1.60 each pot.
Hastatum, 6-in. plastic pot on 24-in. cypress slab, 2 plants per pot, \$1.60 each pot.
The above 6-in. pots packed 9 per carton. No packing charge.

BAYWOOD NURSERIES CO., INC.
P. O. Box 24 Plymouth, Fla.

FRUIT AND NUT TREES

PAPER SHELL PECANS

Arp-grown, heavy, clean, grafted trees, bare or packaged. Posters, Labels, Thomas Black Walnut, Japanese Persimmon, Beautiful, Permanent shade productive, too! Deliveries with Roses, FRESH.

ARP NURSERY CO.

Box 3338-S Tyler, Tex.

Montmorency Cherry trees, budded from virus-free stock, 2-yr.-old, 9/16-in. and up. Very reasonable prices. Write for quotations.
Mori's Nursery, R. R. 2, Niagara-on-the-Lake, Ont.

FRUIT TREES

50 trees at 100 rate.

EACH, PER 100

PEACHES, 1 and 2-yr., branched

2 to 3 ft., 5/16-in. cal.\$0.35

3 to 4 ft., 7/16-in. cal.40

4 to 5 ft., 9/16-in. cal.50

5 to 6 ft., 11/16-in. cal.60

Most all leading commercial varieties including MARCUS.

PEARS, 1 and 2-yr., branched

4 to 5 ft., 9/16-in. cal.\$0.60

5 to 6 ft., 11/16-in. cal.70

6 to 7 ft., 1-in. up.80

Good selection available.

APPLES, 2-yr.

3 to 4 ft., 7/16-in. cal.\$0.50

4 to 5 ft., 9/16-in. cal.60

5 to 6 ft., 11/16-in. cal.70

PLUMS, APRICOTS, 1 and 2-yr.

3 to 4 ft., 7/16-in. cal.\$0.55

4 to 5 ft., 9/16-in. cal.70

5 to 6 ft., 11/16-in. cal.85

Packing free when cash accompanies order.

GILMORE PLANT & BULB CO.

Julian, N. C.

PAPER SHELL PECAN TREES

The finest quality Paper Shell Pecan trees. Grown under irrigation, individually stake-trained and with fibrous, machine-dug root systems that make them EASY TO SELL, EASY TO PLANT and EASY TO GROW! Varieties still available: Stuart, Success, Mahan, Garner and Burkett. Send your order TODAY.

PRICES, BARE-ROOT TREES

	10	100	500
1 to 2 ft.	\$0.90	\$0.85	\$0.80
2 to 3 ft.	1.30	1.25	1.20
3 to 4 ft.	1.45	1.40	1.35
4 to 5 ft.	1.85	1.80	1.75
5 to 6 ft.	2.60	2.55	2.50
6 to 8 ft.	3.80	3.70	3.60
8 to 11 ft.	4.95	4.85	4.75

Box 811-C-3 WOLFE NURSERY Stephenville, Tex.

EAST MAILING ROOT STOCK

APPLE STOCK

EM type I

EM type II

EM type IV

EM type VII

EM type IX

Almar No. 2

PEAR STOCK

EM Quince A.

2000 dwarf root stock

for 5-in-1 trees.

with a grafting size at 3 ft. and up.

Perfectly rooted and graded.

2-yr. transplanted and 1-yr. layers.

Prices on request.

GROOTENDORST NURSERIES

Lakeside, Mich.

APPLE AND PEAR UNDERSTOCK

For Apple and Pear understock for budding and grafting, see our display ad, page 69. Shipped to suit. Liberal grading. Packaged for long distance shipping.

WHITEROCK NURSERIES

Box A Crockett, Tex.

FRUIT TREES

Apple, standard and dwarf; also Peach and Plum. See our display ad November 15 American Nurseryman. Wholesale price list on request.

WAYNESBORO NURSERIES

Waynesboro, Va.

PINWELL GOOSEBERRY

2-yr., No. 1, 25c each.

BERGESON NURSERY, FERTILE, MINN

GERANIUMS

QUALITY GERANIUM CUTTINGS

Unrooted, \$4.50 per 100, \$40.00 per 1000; rooted, \$8.50 per 100, \$80.00 per 1000. Special varieties slightly higher. Catalog of over 150 leading varieties free.
C. SECRET, MISCATINE, IA.

Watch Your Results From

American Nurseryman Classified Ads.

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GROUND COVERS

Myrtle (Vinca minor) common Periwinkle, strong 20 to 25-cane clumps, \$50.00 per 1000.
Pachysandra terminalis, 1-yr., rooted, \$50.00 per 1000.

English Ivy (Hedera helix), 1 to 2-yr., rooted cuttings, \$50.00 per 1000.
Halls hibernica (creeping Honeysuckle), white to yellow bloom, \$47.50 per 1000; 3 to 5, branched, cut back.

Euonymus coloratus, rooted under mist, \$57.00 per 1000.
Cinnamon and Christmas Ferns, \$9.00 per 100.

H. C. WAUGH

Upper River Rd. Gallatin, O.

Hardy Myrtle (Vinca minor), plants with 20 leads or more and good roots, \$5.00 per 100, \$45.00 per 1000.
Pachysandra, sand-rooted cuttings, \$40.00 per 1000. English Ivy, sand-rooted cuttings, \$40.00 per 1000. Cash. Also potted stock of all items listed.

Samuel I. Minder, 1248 Wabank Rd., Lancaster, Pa. Phone EX 3-6347.

HARDWOOD CUTTINGS

HARDWOOD CUTTINGS
Unrooted, from our own blocks and plantings. Hand-trimmed, 6 to 10 ins., ready for bed planting. Guaranteed true to name.

	Per 1000
Andorra Juniper	\$15.00
Burk Juniper	15.00
Hetz Blue Juniper	15.00
Hillspire Juniper	15.00
Meyer's Juniper	20.00
Maney's Juniper	20.00
Pfitzer Juniper	15.00
Jap. Trailing Juniper (japonica)	15.00
Savin Juniper	15.00
Spiny Greek Juniper	15.00
Swedish Juniper	15.00
Douglas golden Arborvitae (occid.)	15.00
Globe Arborvitae (occid.)	15.00
Pyramidal Arborvitae (occid.)	15.00
Siberian Arborvitae (occid. robusta)	15.00
Taxus capitata, upright Yew, TIPS	15.00
Taxus cuspidata, spreading Yew	15.00
Delivery at any time by Railway Express or Greyhound bus. Please specify, otherwise shipment will be made by express. 500 at 1000 rate.	

Packed free. Cash with order, please.
BOB NEPRASH NURSERIES
P. O. Box 1706 Cedar Rapids, Ia.

CUTTING WOOD

Taxus media Seblan	
Taxus media hicksii	
Taxus cuspidata	
Arborvitae, Woodward globe	
Arborvitae, pyramidal	
Arborvitae, dark green American	
2c each.	

DUGAN NURSERIES, INC.
Center St. Perry, O.

HARDWOOD YEW CUTTINGS

Unrooted. Hand-trimmed from good stock.
Taxus cuspidata, spd. Taxus brownii
Taxus hicksii Taxus intermedia
Taxus hatfieldi Pfitzer Blue Jun. cut.
\$20.00 per 1000. F.O.B. Cash in advance.
Shipped now to January 15. No packing charge.
JOSEPH HOLLER FLORIST & NURSERY
Paris, Ill.

HARDY PLANTS

SPECIAL LIST
FIRST TIME OFFERED
CHOICE HARD-TO-GET PERENNIALS
ALL LANDSCAPING SIZE

Aethlonema Warley Rose
Anchusa myosoidiflora
Artemisia Silver Mound
Aster Frikarti
Campanula Wedgwood
Clematis mandchurica
Dicentra spectabilis, 2 to 3, 3 to 5, 5 to 8-eye
Dietamnus frax. albus, 3-yr.
Callunas, in variety
Helleborus niger
Heuchera Plue de Feu
Heuchera Rosamendi
Heuchera sanguinea
Iberis, in variety
Liatris, in variety
Lythrum, in variety
Polygonum Reynoutria
Potentilla aurea verna
Pulmonaria angustifolia azurea
Sedums, in variety
Stokesia Blue Danube
Teucrium canadense
Teucrium chamaedrys
Verbascums, in variety
Veronicas, in variety
Quotations available on above in quantity requirements. Send for our catalog listing full list of perennials.

SPRINGBROOK GARDENS, INC.
Helsley Rd. Mentor, O.

FERNS

Hardy Ferns (Dryopteris arguta), from the foothills of the Cascades. Will grow in any moist, shady location. Dug fresh from November 15 till April 15. 3 to 5-eye divisions, \$22.50 per 100, \$200.00 per 1000. Cash with order, packing free. A good mail order item.

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Maple Valley, Wash.

HARDY PLANTS

First quality, 1-yr. plants, all sand-grown, properly spaced in rows for size. Delphinium and Phlox our specialty. Write for complete perennial list today. Order now for fall and spring 1961 shipments.

RICHARDS GARDENS
Box AN Plainwell, Mich.

HARDY PLANTS

Our new fall and spring catalog is ready and is yours FREE. Write for it today. 75 illustrations in full color, showing the many exciting perennials your customers will be asking for.

WALTERS GARDENS
R. R. 2 Zeeland, Mich.

Liriope (Ophiopogon), hardy, evergreen, for walks and borders, \$20.00 per 1000.
Mountville Nurseries, Mountville, Ga.

SPECIALISTS IN HARDY PERENNIALS
Ask for wholesale offer.
PEARCE SEED CO., Moorestown, N. J.

BETTER PERENNIAL PLANTS

with that wonderful root system.

FINEST FIELD GROWN

Over 500 varieties.

WELLER NURSERIES CO., Holland, Mich.

PITZONKA'S FIELD-GROWN

PERENNIALS

Write for Trade List.

PITZONKA'S PANSY FARM & NURSERY
Bristol, Pa.

BLEEDING HEARTS

4 to 6 eyes, 100 per case	\$34.00
4 to 8 eyes, 50 per case	18.00
2 to 4 eyes, 100 per case	19.00

MESKERS BULB CO., WALDWICK, N. J.

America's best source

for Hardy Plants is

THE WAYSIDE GARDENS

Mentor, Ohio

Write for Trade List.

MOUNTAIN-GROWN HARDY PERENNIALS

Wholesale offer on request.

AVALON MOUNTAIN GARDENS, Dana, N. C.

Primroses, hardy, evergreen; mixed colors only, \$12.50 per 100, \$100.00 per 1000.

Mountville Nurseries, Mountville, Ga.

HELLEBORUS

HELLEBORUS NIGER

(Christmas Rose)

*Suitable for mail order trade and to pot up for roadside stand sales.

1-yr. sdgls., \$17.50 per 100, \$150.00 per 1000.

*3-yr., T. heavy, blooming size, \$50.00 per 100, \$450.00 per 1000.

QUALITY IS OUR MOTTO. No charge for packing.

C. HOOGENDOORN
408 Turner Rd. Newport, R. I.

HEMEROCALLIS

HEMEROCALLIS

Send for wholesale list.

MIDDLEPEN PLANTATION

Orangeburg, S. C.

More customers for you!

Over 9,500 subscribers, all active buyers, see your ad in the American Nurseryman.

HOLLY

LIVING POTTED CHRISTMAS HOLLY

Stocky 6 to 12-in. plants of North Jersey grown hardy AMERICAN HOLLY and ENGLISH HOLLY, cutting-grown, guaranteed female. Decorated with clusters of bright red berries. Choice of 3-in. red or green aluminum or green plastic pots. Please specify type of Holly and pot and color. Also guaranteed MALE PLANTS (10c less per plant if not decorated).

No. per carton*
Aluminum pots 18 \$12.20 13 \$10.40

Plastic pots 25 16.75 15.50 14.25

*F.O.B. Somerville, N. J. Shipped via rail or truck express. Remit for 20 lbs. if parcel post desired, 50c less per carton for pickup or delivery at cost.

ORDER NOW FOR IMMEDIATE SHIPMENT

JOHN VERMEULEN & SON, INC.
P. O. Box 336-A Neshaic Station, N. J.

HOLLY

English, Silver variegated.

2 1/2-in. pots, 8 ins. tall, 30c; 10 ins. tall, 35c; 12 ins. tall, 40c; 4-in. pots, single stem, 60c;

4-in. well-branched, 75c; 4-in. pots, Osmanthus illicifolius variegatus, well-branched, 60c.

Ready now. Cash with order, please.

KRUSCHKE GREENHOUSES
Clackamas, Ore.

20,000 AMERICAN HOLLY

Good berry-bearing types. Each

SELECT GRADE, 30 to 36 ins., B&B.....\$4.00

36 to 42 ins., B&B.....5.00

Row-run and hedging grade, 30 to 60 per cent less.

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Crestwood, Ky.

ILEX OPACA

Named varieties of northern origin, in sizes from 2 ft. to 6 ft., priced according to height and fullness. A few larger sizes. Also crenata rotundifolia. Hetz and convexa.

SIMPSON ORCHARD CO., INC.
1504 Wheatland Rd. Vincennes, Ind.

Phone TU 2-2441

CONVEXA HOLLY BARGAIN

Thousands of heavy Ilex crenata convexa (bullata), rotundifolia, etc., sizes 15 ins., 18 ins., 24 ins. Cheap per 1000. See these pretty

Hollies yourself. Will meet you at airport, Columbia, S. C. Dial SY 3-3429 or SY 3-3959.

FRIERSON'S FLOWERS, Denmark, S. C.

ILEX OPACA

SUPERIOR NAMED VARIETIES

WHOLESALE SUPPLIERS

OF LINING-OUT STOCK

Write for our price list.

HOLLY HAVEN, INC.
Box 75 New Lisbon, N. J.

American Holly, cutting-grown liners. Please see complete list on pages 60 and 61.

Templeton, Phytotek, Winchester, Tenn.

AMERICAN NURSERYMAN

HONEYSUCKLES

HONEYSUCKLES

Lonicera japonica, halliana, extra-heavy No. 1, 3 and 4-yr., 18 to 24-in. field plants, 3, 4 to 6 leads, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample, 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone OR 3-4612.
ROBINSON NURSERY CO., Greenville, Ga.

Hall's Honeysuckle, good plants, well packed, \$25.00 per 1000.
Mountville Nurseries, Mountville, Ga.

HYDRANGEAS

HYDRANGEA NIKKO BLUE

Hardy blue. Per 100 Per 1000
3-yr., 3 canes or more.....\$7.00 \$65.00
3-yr., 2 canes.....3.50 30.00

WAYNESBORO NURSERIES
Waynesboro, Va.

IVIES

BALTIC IVY

Hardiest Ivy. Fine for wall or ground cover. True stock. Well-rooted plants.

Per 100 Per 1000
Rooted cuttings\$7.00 \$65.00
2-in. pots12.50 115.00

NEW THORNDALE IVY

2-in. pots\$15.00 \$140.00
Euonymus coloratus, 2-in. pots 12.00 110.00

STRAITFORD GARDENS
Russell Breece, M. R. 9 Delaware, O.

BALTIC IVY

Very hardy.

Good ground or wall cover.

Rooted cuttings,

\$7.00 per 100, \$65.00 per 1000.

NEIDEL'S NURSERY
216 Park Ave. Oil City, Pa.

ENGLISH IVY (HEDERA HELIX)

Rooted cuttings,
\$20.00 per 1000.

FRED C. GLOECKNER & CO., INC.
15 E. 26th St. New York 10, N. Y.

LILIES

Lillium formosanum, Wilson strain, pure white-flowered selections.

Bulb size (circumference) Per 25 Per 100
3 to 4 ins.\$4.25 \$15.00

4 to 5 ins.5.25 18.00

5 to 7 ins.8.25 29.00

7 to 9 ins.10.25 36.00

Seeds, oz., \$2.50; 4 ozs., \$3.00; 8 ozs., \$4.00; lb., \$24.00, postpaid. Growing instructions.

Lilyacres, R. 1, Box 19, Fairhope, Ala.

LINING-OUT STOCK

LINING-OUT STOCK
Bedded 1-yr. in the open. 100 1000

Ilex convexa\$20.00 \$180.00

Ilex rotundifolia20.00 180.00

Ilex hetzi20.00 180.00

Juniperus pfitzeriana20.00 180.00

Juniperus hetzi20.00 180.00

Taxus andersonii20.00 175.00

Taxus brevifolia20.00 175.00

Taxus capitata, cutting-grown. 25.00 225.00

Taxus capitata Adams, cutting-grown25.00 225.00

Taxus canadensis stricta16.00 150.00

Taxus cuspidata17.50 150.00

Taxus hatfieldi17.50 150.00

Taxus hunnewelliana17.50 150.00

Taxus hicksii17.50 150.00

Taxus intermedia17.50 150.00

Taxus henryi20.00 175.00

Taxus densiformis20.00 175.00

Taxus vermeulenii17.50 150.00

Taxus wardi17.50 150.00

Taxus Moon's columnaris20.00 175.00

Taxus browni17.50 150.00

2-yr. bedded in the open.

Ilex convexa, 6 to 9 ins.\$25.00 \$200.00

Ilex rotundifolia, 6 to 9 ins.25.00 200.00

Ilex hetzi, 6 to 9 ins.25.00 200.00

Taxus Adams col., 12 to 15 ins.50.00 450.00

Taxus Moon's col., 8 to 12 ins.30.00 250.00

Taxus cuspidata, 6 to 9 ins.30.00 250.00

Taxus hatfieldi, 6 to 9 ins.30.00 250.00

Taxus cuspidata comp., 6 to 9 ins.30.00 250.00

Taxus hunnewelliana, 6 to 9 ins.30.00 250.00

Taxus browni, 6 to 9 ins.30.00 250.00

Taxus intermedia, 6 to 9 ins.30.00 250.00

TAXUS CAPITATA, SEEDLING-GROWN

100 1000

1-yr. seedlings\$6.00 \$50.00 \$450.00

2-yr. seedlings10.00 90.00 750.00

3-yr. seedlings17.50 150.00 1250.00

4-yr. seedlings, transplanted, 6 to 10 ins.30.00 250.00 2250.00

CORNUS FLORIDA (WHITE DOGWOOD)

Seedlings

1-yr., No. 1 grade.....\$6.00 \$50.00 \$450.00

1-yr., No. 2 grade.....5.00 40.00 350.00

1-yr., No. 3 grade.....4.00 30.00 250.00

2-yr., No. 1 grade.....12.50 100.00 900.00

2-yr., No. 2 grade.....10.00 90.00 750.00

Special prices on large quantities.

Full list on request.

VERKADE'S NURSERIES, WAYNE, N. J.

LINING-OUT STOCK

Abelia Edward Goucher, 10 to 12 ins. \$0.15	12 1/2
8 to 10 ins.	12 1/2
Abelia grandiflora, 10 to 12 ins.	12 1/2
8 to 10 ins.	12 1/2
Abelia sherwoodii, 8 to 10 ins.	15
Acer palmatum, 18 to 24 ins.	25
10 to 12 ins.	15
2 to 3 ft.	50
Arborvitae (Berckmans' Golden), 6 to 8 ins.	15
Banksia Rose, white, 8 to 10 ins.	20
Buxus harlandi, 6 to 8 ins.	15
Buxus sempervirens, 6 to 8 ins.	15
Buxus suffruticosa, 4 to 6 ins.	15
Cephalotaxus harringtonia fortunei (Plum Yew), 8 to 10 ins.	15
Cercis canadensis (Redbud), 18 to 24 ins.	15
2 to 3 ft.	15
Cherry Laurel, 10 to 12 ins.	10
Cleyera japonica, 8 to 10 ins.	20
Cotoneaster divaricata, 10 to 12 ins.	20
8 to 10 ins.	15
Cotoneaster francheti, 8 to 10 ins.	15
Cotoneaster horizontalis, 8 to 10 ins.	20
6 to 8 ins.	15
Cotoneaster microphylla, 6 to 8 ins.	15
Cotoneaster parneyi, 8 to 10 ins.	15
Cunninghamia glauca (Blue China Fir), 8 to 10 ins.	20
6 to 8 ins.	15
Cunninghamia, green; 8 to 10 ins.	15
Elaeagnus fruticosa, 8 to 10 ins.	15
Eriobotrya japonica (Loquat), 1-yr., 2 to 6 ft.	10
Fatsia, 6 to 8 ins.	15
Forsythia, 12 to 15 ins.	12 1/2
15 to 18 ins.	15
Ginkgo biloba, 6 to 8 ins.	10
Hypericum, 12 to 15 ins.	15
Ilex cassine attenuata, 10 to 12 ins.	20
8 to 10 ins.	15
Ilex cassine, 10 to 12 ins.	20
8 to 10 ins.	15
Ilex cornuta, 8 to 10 ins.	15
Ilex cornuta burfordii, 10 to 12 ins.	20
6 to 8 ins.	12 1/2
8 to 10 ins.	15
Ilex crenata, 8 to 10 ins.	15
Ilex crenata hetzi, 8 to 10 ins.	15
Ilex crenata rotundifolia, 8 to 10 ins.	15
Ilex opaca Crooningburg, 8 to 10 ins.	20
Ilex opaca East Palatka, 8 to 10 ins.	20
Ilex opaca fosteri, 10 to 12 ins.	20
8 to 10 ins.	15
Ilex opaca Hume No. 2, 8 to 10 ins.	15
Ilex vomitoria, 8 to 10 ins.	15
Illicium anisatum (Anise), 8 to 10 ins.	15
Jasminum floridum, 12 to 15 ins.	15
10 to 12 ins.	12 1/2
Jasminum gracillimum, 12 to 15 ins.	15
Jasminum nudiflorum, 12 to 15 ins.	15
10 to 12 ins.	15
Juniperus pfitzeriana, 8 to 10 ins.	15
Juniperus pfitzeriana compacta (Nick's compact), 8 to 10 ins.	15
Juniperus pfitzeriana glauca hetzi (blue vase-shaped), 8 to 10 ins.	15
Loropetalum chinense, 10 to 12 ins.	20
8 to 10 ins.	15
Lonicera nitida, 8 to 10 ins.	15
Lonicera yunnanensis, 8 to 10 ins.	15
Ligustrum nepalense, 12 to 15 ins.	15
Ligustrum lucidum, 12 to 15 ins.	15
Magnolia grandiflora (1-yr. seedling), 4 to 6 ins.	10
Mahonia bealei (1-yr. seedling), 8 to 10 ins.	15
Nandina, 4 to 6 ins.	10
Osmanthus fragrans, 10 to 12 ins.	20
8 to 10 ins.	15
Osmanthus fortunei, 10 to 12 ins.	20
8 to 10 ins.	15
Osmanthus americanus, 6 to 8 ins.	15
Osmanthus aquifolium, 8 to 10 ins.	15
Palm Cocos australis, 2-yr., 6 to 8 ins.	12 1/2
Palm Trachycarpus excelsus, 2-yr., 6 to 8 ins.	12 1/2
Photinia glabra, 8 to 10 ins.	15
Photinia serrulata, 10 to 12 ins.	15
Pinus pinaster, 8 to 10 ins.	10
Pinus pinea, 8 to 10 ins.	10
Pinus strobus, 8 to 10 ins.	15
Pittosporum tobira, 8 to 10 ins.	15
Podocarpus chinensis, 8 to 10 ins.	15
Pyracantha (red berry), cuttings-grown, good var., 12 to 15 ins.	15
Raphiolepis japonica, 8 to 10 ins.	15
Retinispora ericoides, 10 to 12 ins.	15
8 to 10 ins.	12 1/2
Salix discolor, 2 to 3 ft.	15
Salix (Weeping Willow), 3 to 4 ft.	15
Sasanqua Cleopatra, 12 to 15 ins.	20
10 to 12 ins.	17 1/2
Sasanqua rosea, 12 to 15 ins.	20
10 to 12 ins.	17 1/2
Sophora japonica, 4 to 5 ft.	25
3 to 4 ft.	15
Thrift, white, 3 to 6 ins.	15
Viburnum macrophyllum, 8 to 10 ins.	15
Viburnum odoratissimum, 8 to 10 ins.	15
Viburnum chinensis, 8 to 10 ins.	15
Viburnum tinus, 8 to 10 ins.	15

SHIPPING NOTICE: Above prices are F.O.B. Stovall, Ga. Lining-out stock is shipped bare-root well-packed, with no packing charges. INCLUDE EXTRA MONEY ON SMALL ORDERS WHICH CAN GO PARCEL POST. Large orders are shipped express collect.

ALL NURSERY STOCK IS GROWN HERE AND IS GOVERNMENT INSPECTED.
CALVIN HARMAN NURSERY
Stovall, Ga.

LINING-OUT STOCK

All plants bare-root except where noted. Average Evergreens, 6 to 8 ins. or better. Shrubs, etc., 8 to 10 ins. or better. Best roots in the business. We ship 12 months. Customers in more than 40 states.

EVERGREENS

Andorra Juniper \$0.05	10
Armstrong Pfitzer Juniper 10	10
Blue Hetz Juniper 05	10
Burk Juniper (upright tree), no competition can touch you on Burk. 12	10
Compact Pfitzer Juniper 08	10
Hill's Dark Green Am. Arborvitae 12	10
Hillbush Juniper (virginalis) 14	10
Pfitzer Juniper 07	10
Procumbens Juniper 10	10
Rosefield's Montana Green Juniper (scopolorum). No trimming 30	10
Rosefield's Moonglow Juniper (scopolorum). A denser Blue Heaven) 30	10
Savin Juniper 06	10
Thomas Blue Creeper 10	10
Taxus cuspidata 05	10
Von Ehron Juniper 06	10
Armstrong Juniper (plant bands) 16	10
Compact Pfitzer Juniper (dwarf Pfitzer, bands) 16	10

DECIDUOUS

Forsythia Arnold's Brilliant 06	10
Forsythia Arnold's Dwarf 06	10
Forsythia Arnold's Giant 06	10
Forsythia Beatrix Farrand 05	10
Forsythia Lynwood Gold 04	10
Forsythia nana compacta 04	10
Forsythia Spring Glory 04	10
Blue Spiraea (Caryopteris) 06	10
Hydrangea P.G. 10	10
Hypericum Hildcote 05	10
Hypericum Kalmianum, dwarf, hardy, pretty. Should sell 05	10
Honeysuckle, Zabel, Bush 05	10
Honeysuckle, heckrobbi, Vine, evbl. 06	10
Honeysuckle, Clavey's Dwarf, Bush 06	10
Privet, Golden Vicary. All yellow 07	10
Privet, Lodense 04	10
Privet, Regels 04	10
Spiraea macrothyrsa, evbl. pink plumes. 06	10
Spiraea Anthony Waterer 12	10
Viburnum op. sterile (Snowball) 10	10
Viburnum tomentosum 10	10
Weigela vaniceki 06	10

BROADLEAFS

Euonymus carrierei 04	10
Euonymus coloratus 04	10
Euonymus patens Flagpole (small leaf). 04	10
patens, large leaf 04	10
patens Newport (medium leaf) 04	10
patens Owen (small leaf) 04	10
patens erectus (small leaf) 04	10
patens Rosehill (medium leaf) 04	10
radicans, upright (Sarcoxide) 07	10
Honeysuckle, Purple Leaf (Texas) 04	10
Vine. Fine for cans and planters. 04	10
Honeysuckle, Gold Net. Vine. Variegated 05	10
Pyracantha Kanan, a heavy berried 05	10
lalandi, Hardier 05	10
Pyracantha lalandi 05	10
Pyracantha pauciflora, canna and planters 05	10

PERENNIALS

Teucrium chamaedrys 04	10
Less than 300 total order, 2c more per plant. Less than 50 of any item, 4c more per plant.	10
McINICH GREENHOUSES St. Joseph, Mo.	
ROOTED CUTTINGS	
Berckmans' Arborv. Chamaecyparis allumii	10 100 1000
Spiny Greek Juniper Blue Lawson	10 100 1000
Retinispora ericoides Retinispora ericoides	10 100 1000
Baker's Arborvitae Podocarpus	10 100 1000
Globe Arborvitae Green Pittosporum	10 100 1000
Pfitzer Juniper Ilex East Palatka	10 100 1000
Ilex burfordi Photinia serrulata	10 100 1000
Ilex bullata Photinia glabra	10 100 1000
Hetz Juniper	10 100 1000
3 to 5 ins. rooted cuttings. \$1.00 \$6.00 \$50.00	10 100 1000
Pfitzer Juniper Photinia glabra	10 100 1000
Var. Pittosporum	10 100 1000
4 to 6 ins. \$1.50 \$8.00 \$75.00	10 100 1000
Dwarf Euonymus Viburnum suspensum	10 100 1000
Viburnum odorat. Buxus japonica	10 100 1000
Buxus harlandi Ilex rotundifolia	10 100 1000
Gardenia radicans Gardenia fortunei	10 100 1000
4 to 6 ins. \$1.00 \$6.00 \$50.00	10 100 1000
3 to 5 ins. rooted cuttings. 75 5.00 40.00	10 100 1000
Viburnum odorat. Buxus japonica	10 100 1000
Photinia serrulata Baker's Arborvitae	10 100 1000
Buxus harlandi Ilex burfordi	10 100 1000
Globe Arborvitae	10 100 1000
6 to 8 ins. \$2.00 \$12.50 \$100.00	10 100 1000
Podocarpus Photinia glabra	10 100 1000
Ilex rotundifolia Gardenia fortunei	10 100 1000
Gardenia radicans Ilex bullata	10 100 1000
6 to 8 ins. \$2.00 \$12.50 \$100.00	10 100 1000
8 to 12 ins. 2.50 15.00 125.00	10 100 1000

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RHODODENDRONS AND AZALEAS
SEEDLINGS AND TRANSPLANTS
Hardy species and hybrids. Send for list.
JOHN VERMULEN & SON
P. O. Box 336A Neshanic Station, N. J.

Berckman's golden Arborvitae, cuttings rooted in soil since spring 1960.
Please see complete list on pages 60 and 61.
Templeton, Phytotektor, Winchester, Tenn.

LINING-OUT STOCK

	Per 100	Per 1000
Acer platanoides, 2-yr., T, FR, 12 to 18 ins.	\$15.00	\$120.00
Azalea mollis, seedlings, mixed, 4 to 6 ins., T, beds.	25.00	200.00
Euonymus vegetus, 2-yr., T, FR, 6 to 9 ins.	35.00	300.00
Fagus sylvatica, grafting size, 2-yr., T, FR, 6 to 9 ins.	12.00	100.00
Fagus sylvatica, 4-yr., TT, FR, 12 to 18 ins.	40.00	350.00
Fagus sylvatica, 4-yr., TT, FR, 2 to 3 ft.	50.00	450.00
Ginkgo biloba, 1-yr., seedlings, 4 to 6 ins.	7.50	70.00
Ginkgo biloba, 2-yr., T, FR, 6 to 10 ins.	18.00	170.00
Ilex aquifolium (Eng. Holly), 2-yr., T, beds, 18 to 24 ins., staked 75.00	650.00	
Pieris japonica, 1-yr., T, beds. 15.00	100.00	
Pieris japonica, 2-yr., T, beds. 35.00	300.00	
Pieris japonica, 3-yr., T, beds. 45.00	400.00	
Pieris japonica, PINK, 3-yr., T, beds 55.00	500.00	
Quercus palustris, 2-yr., T, FR, 12 to 18 ins. 20.00	150.00	
Quercus palustris, 3-yr., TT, FR, 3 to 4 ft. 50.00	450.00	
Taxus cusp. upright, 2-yr., seedlings (over 5000, \$70.00 per 1000) 10.00	90.00	
Taxus cusp. upright, 3-yr., seedlings 15.00	120.00	
Taxus cusp. upright, 3-yr., T, beds 20.00	150.00	
Taxus cusp. upright, 4-yr., TT, FR, 9 to 12 ins., heavy. 40.00	350.00	
Taxus densiformis, 2-yr., T, beds 30.00	250.00	
Taxus densiformis, 3-yr., T, beds 45.00	400.00	
Taxus densiformis, 4-yr., TT, FR, 6 to 9 ins., heavy. 60.00	550.00	
Taxus densiformis, 5-yr., TT, FR, 9 to 12 ins., heavy. 75.00	700.00	
Taxus hatfieldi, 2-yr., T, beds. 30.00	250.00	
Taxus hatfieldi, 3-yr., T, beds. 45.00	400.00	
Taxus hatfieldi, 4-yr., TT, FR, 6 to 9 ins., heavy. 60.00	550.00	
Taxus hatfieldi, 5-yr., TT, FR, 9 to 12 ins., heavy. 75.00	700.00	
Tilia cordata, 1-yr., seedlings, 6 to 12 ins. 10.00	90.00	
Tilia cordata, 3-yr., T, FR, 3 to 4 ft. 50.00	450.00	
Tilia cordata, 3-yr., T, FR, 2 to 3 ft. 35.00	300.00	
Zelkova serrata, 1-yr., seedlings, 9 to 12 ins. 7.50	60.00	
Zelkova serrata, 2-yr., seedlings, 12 to 15 ins. 10.00	80.00	
Zelkova serrata, 2-yr., T, FR, 15 to 18 ins. 18.00	150.00	
(Zelkova, substitute for American Elm, not subject to Dutch elm disease.)		
T — once transplanted; TT — twice transplanted; FR — field row		

BOULEVARD NURSERIES, INC.
Newport, R. I.
Phone VI 6-1263

LINING-OUT STOCK

	EACH	100	1000
Acer palmatum atropurpureum BLOODGOOD, strong 2-yr. grafts \$1.75	...	...	...
Ostrya BENI, strong 2-yr. grafts 1.50	...	...	...
Cedrus atlantica glauca, 1-yr. grafts 1.00	...	...	...
Cornus elegantissima, 2-yr. .... .25	...	...	...
florida rubra, 2-yr. grafts. \$0.75	...	...	...
Cotoneaster praecox, 2-yr., T, 6 to 12 ins. .... .50	.45	...	...
Euonymus alatus compactus, 2-yr., T, 9 to 12 ins. .... .30	.25	...	...
3-yr., T, 12 to 18 ins., branched, suitable for mail order. .... .45	.40	...	...
Euonymus vegetus, strong 2-yr., T ..... .30	.25	...	...
Fagus sylvatica asplenifolia, 2-yr. grafts 2.00	...	...	...
bicolor, 2-yr. grafts 2.00	...	...	...
pendula, 2-yr. grafts 1.75	...	...	...
reversa, 2-yr. grafts 1.75	...	...	...
Laburnum vossii, 1-yr. seedlings. .... .15	.12 1/2	...	...
Magnolia soulangeana, 1-yr., T, cuttings ..... .50	.45	...	...
2-yr., T, cuttings ..... .75	...	...	...
Picea pungens glauca, 4-yr., T. .... .25	.20	...	...
Rhododendron wilsoni, 2-yr., T. 1.25	1.00	...	...
Rhus cotinus ROYAL PURPLE, 1-yr. grafts, bedded ..... .75	.60	...	...
Thuja nigra, 2-yr., T. .... .40	.35	...	...
orientalis aurea nana, strong 2-yr., T, cuttings ..... .50	.45	...	...
Viburnum setigerum (or theif-ferum), 2-yr. seedlings, 18 to 24 ins. .... .18	.15	...	...
wrightii, 2-yr. seedlings, 15 to 18 ins.15	.12
Weigela vaniceki, 1-yr., SW, cuttings25	.20

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408 Turner Rd. Newport, R. I.

Taxus, Ilex, broad-leaved Evergreens, etc., in variety. Write for our latest list of liners and finished stock.
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LINING-OUT STOCK—Continued

EVERGREENS	
Each, 25	
Arborvitae, globe,	
2-yr. X\$0.30
Arborvitae, orientalis pyramidalis,	
2-yr. X	..... .30
Fir, Douglas,	
5-yr., 9 to 12 ins.	..... .30
Juniper, Pfitzer,	
2-yr. X	..... .30
Spruce, Colorado Blue,	
6-yr., 12 to 18 ins., X	..... .30
Spruce, Norway,	
5-yr., 9 to 12 ins., X	..... .30
6-yr., 12 to 24 ins., X	..... .40
Taxus brown,	
3-yr. X	..... .45
Taxus capitata,	
7-yr., 12 to 24 ins., fld., XX	..... 1.50
Taxus cuspidata expansa,	
3-yr. X	..... .40
4-yr. X	..... .50
7-yr., fld., XX	..... 1.25
Taxus hicks,	
3-yr. X	..... .45
Taxus hunnewelliana,	
3-yr. X	..... .45
BROAD-LEAVED EVERGREEN LINERS	
Euonymus, Flaggpole,	
3-yr. XX	.....\$0.40
Euonymus radicans erectus,	
3-yr. XX	..... .40
SHRUB LINERS	
Cornus, Kelsey dwarf,	
2-yr. X	.....\$0.25
Cotoneaster apiculata,	
2-yr. X	..... .40
Euonymus Europ. Aldenhamensis,	
2-yr. X	..... .25
Mock Orange, virginialis,	
1-yr., heavy	..... .09
2-yr., fld., X	..... .20
Spiraea foebell,	
1-yr., heavy	..... .09
2-yr., fld., X	..... .20

THE HOME NURSERY
C. S. Ingels & Sons
On Route 17 In Stark County
La Fayette, Ill.
Phone 12R2

POT-GROWN GRAFTS

All our understocks are potted up during the spring, grown in frames in pots all summer and grafted the following winter, ensuring the best root system to be grown and assures minimum losses.

	Per 100
*Acer palmatum atropurpureum	.....\$ 75.00
*Carpinus betulus fastigiata	..... 60.00
Cedrus atlantica glauca	..... 75.00
Cedrus atlantica aurea	..... 100.00
*Cornus florida rubra	..... 50.00
*Cornus florida rubra Prosser	..... 65.00
*Cornus florida pendula	..... 60.00
*Cornus florida flore-plena	..... 60.00
*Cornus florida velchii var.	..... 65.00
*Cornus kousa chinensis	..... 60.00
*Cornus kousa speciosa	..... 60.00
*Hamamelis mollis	..... 50.00
*Hamamelis brevipetala	..... 100.00
*Fagus sylvatica Tricolor	..... 75.00
*Fagus sylvatica riversi	..... 60.00
*Fagus sylvatica pendula	..... 60.00
*Fagus sylvatica heterophylla	..... 60.00
*Fagus sylvatica fastigiata	..... 60.00
*Magnolia stellata	..... 75.00
*Magnolia stellata rubra	..... 75.00
*Magnolia stellata Water Lily	..... 75.00
Magnolia yulan	..... 75.00
Magnolia cordata (yellow)	..... 75.00
Picea pung. glauca moerheimi	..... 100.00
Pinus cembra	..... 60.00
Pine, Tanyosho	..... 60.00
*Viburnum carlesii	..... 50.00
Viburnum burkwoodi	..... 50.00
Viburnum chenaulti	..... 50.00

Varieties marked with a star can be supplied in 1-yr., field-grown bedded plants, at \$15.00 per 100 extra above the pot-grown grafts.

VERKADE'S NURSERIES, WAYNE, N. J.

LINING-OUT STOCK

SEE OUR DISPLAY AD
IN THIS ISSUE
ON PAGE 16.

CARTWRIGHT NURSERIES
Collierville, Tenn.

SALE, 20 PER CENT OFF
NOW MORE THAN EVER
THINK BEFORE YOU PLANT

Don't skimp on the liner which is the lowest cost of your investment. Buy only top quality in the better varieties. Your letter, phone call or visit will be welcome. Price list of "Finer Liners" cheerfully on request.

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Novelties and better items.

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Wachapreague, Va.

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Bedded 2-yr. in open field.
Samples sent on request, free of charge,
as we are proud of our stock.

	Per 1000
TAXUS	
andersoni, 8 to 10 ins.	.....\$240.00
brown, 8 to 10 ins.	..... 240.00
cuspidata, 8 to 10 ins.	..... 200.00
hicks, 8 to 10 ins.	..... 225.00
hunnelliana, 8 to 10 ins.	..... 225.00
JUNIPERS	
Andorra, 6 to 8 ins.	..... 200.00
Hetz glauca, 8 to 12 ins.	..... 200.00
Savin, 8 to 10 ins.	..... 225.00
Von Ehron, 8 to 10 ins.	..... 225.00
THUJAS	
Am. dark green, 8 to 12 ins.	..... 225.00
Pyramidal, 8 to 12 ins.	..... 225.00
Woodward globe, 6 to 10 ins.	..... 200.00
3-yr. BEDED, 2X, trimmed	
Taxus cuspidata, 10 to 12 ins.	..... 350.00
Taxus andersoni, 10 to 12 ins.	..... 400.00
Total orders less than 300, add 5c each plant.	

R. D. 2 LINCOLN NURSERIES
Grand Rapids 4, Mich.

HEAVY 3-YR. TRANSPLANTS,
SHEARED

Taxus brown, 10 to 12 ins.	
Taxus cuspidata, 10 to 12 ins.	
Taxus densiformis, 10 to 12 ins.	
Taxus Halloran, 10 to 12 ins.	
Taxus henryi, 10 to 12 ins.	
Taxus hicks, 10 to 12 ins.	
Taxus Moon's columnaris, 10 to 12 ins.	
Taxus Seban intermedia, 10 to 12 ins.	
Taxus hunnewelliana, 10 to 12 ins.	
Taxus thayerae, 10 to 12 ins.	
Taxus wardii, 10 to 12 ins.	
Taxus capitata, 3-yr. seedlings, 6 to 9 ins.	
Thuja occidentalis, 3-yr. transp., 8 to 10 ins., heavy	
Picea excelsa, selected understocks, transp.	
Samples upon receipt of postage.	
VERKADE'S NURSERIES New London, Conn.	

HEAVY BEDED LINERS

Azalea mollis	Each
1-yr. TT	.....\$0.25
2-yr. TT, br.	..... .35
3-yr., 12 to 15 ins., potting grade	..... .75
Leucothoe catebaei	
7 to 12 ins.	..... .45
Pieris floribunda	
6 to 9 ins.	..... .45
Pieris japonica	
6 to 9 ins.	..... .45
9 to 15 ins., potting grade	..... .75
Rhododendron hybrid seedlings	
12 to 15 ins.	..... .75
Taxus hicks	
12 to 15 ins., 5-yr., field-grown potters,	
br.	..... .90

DUGAN NURSERIES, INC. Perry, O.

LINING-OUT STOCK

100,000 flex bur ordl. rooted cuttings	.....4c
100,000 flex rotundifolia, rooted cuttings	.....4c
100,000 Ligustrum lucidum, rooted cuttings	.....2½c
4 to 6 ins.	......6c
25,000 Pfitzer Juniper, rooted cuttings,	
4 to 6 ins.	......16c
25,000 Abelia grandiflora, 1-yr., field-grown	......5c
600 lbs. Nandina seed, \$1.00 per lb.	
Will have other plants later on.	
These plants are grown in outside beds in deep sand and peat. Heavily rooted. Hardened by direct sun. \$1.00 will bring you a liberal sample of any one variety. Try it once!	
E. F. DUBOSE NURSERY Huntsville, Ala.	

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	Per 100
Taxus hicks, 2-yr., 8 to 12 ins., T.\$30.00
Taxus cuspidata, 2-yr., 8 to 12 ins., T. 30.00
Taxus capitata, 2-yr., 8 to 12 ins., T.	..... 32.00
Taxus brown, 2-yr., 8 to 12 ins., T.	..... 35.00
Taxus Vermeulen, 2-yr., 8 to 12 ins., T.	..... 30.00
Taxus andersoni, 2-yr., 8 to 12 ins., T.	..... 32.00
The above varieties in 3-yr., TT.	..... 45.00
The above varieties in 4-yr., TT.	..... 50.00
The above varieties in 5-yr., TT. 65.00
STROHL'S NURSERY 5204 St. Joe Rd. Port Wayne, Ind.	

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MAGNOLIA GRANDIFLORA

2½-in. pots	
8 to 10 ins.12c
10 to 16 ins.16c
16 to 20 ins.18c

Qt. cans.

12 to 16 ins.	.....20c
20 to 30 ins.	.....25c
30 to 36 ins.	.....30c

B&B stock.

2 to 3 ft.	.....\$1.50
3 to 4 ft.	..... 2.00
4 to 5 ft.	..... 3.00
5 to 6 ft.	..... 4.00
6 to 7 ft.	..... 5.25
7 to 8 ft.	..... 6.75

The above liners were grown in the open and are hardy. The B&B stock will be wrapped in rot-proof burlap and string if so desired. Plants root assured.

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JAPANESE RED MAPLES
(Acer palmatum atropurpureum)
Carefully selected. Finest red only.
For fall 1960 and spring 1961.

2-yr. transplants ready for field planting.

LIGHTER GRADE	Each, 100 more
2-yr., light branched, 8 to 10 ins.	.....\$0.33 \$0.30
2-yr., light branched, 10 to 12 ins.	..... .38 .35
2-yr., light branched, 12 to 15 ins.	..... .45 .42

HEAVY GRADE
2-yr., nicely branched, 8 to 10 ins. .40 .38
2-yr., nicely branched, 10 to 12 ins. .48 .45
2-yr., nicely branched, 12 to 15 ins. .55 .50

Large enough for 6-in. pot for immediate resale. From well-shaped open beds. Extra nice.

3-yr., well-branched, 12 to 15 ins. \$0.80 \$0.75
3-yr., well-branched, 15 to 18 ins. .95 .90
3-yr., well-branched, 18 to 21 ins. 1.15 1.10
4-yr., well-branched, 18 to 21 ins. 1.60 1.50

Extra heavy from field rows
4-yr., bushy, 10 to 15 ins. .110 1.05
5-yr., bushy, 12 to 15 ins. .140 1.30

Some 5-yr. very bushy. No shipping (B&B)
5-yr., B&B, 12 to 15 ins. .200 .190
5-yr., B&B, 15 to 18 ins. .250 .240

Shipped dormant. Packed in sphagnum.
Late fall or early spring.
Balance before delivery or C.O.D.

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512 Route 130 Riverton, N. J.
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NORWAY MAPLE

Straight trunks. Fine heads. Very fibrous roots.

	10-49	50-250
6 to 8 ft.\$3.00	\$2.50
8 to 10 ft., 1 to 1 1/4-in.	..... 4.05	3.25
9 to 11 ft., 1 1/4 to 1 1/2-in. 5.30	4.25
10 to 12 ft., 1 1/2 to 1 3/4-in. 7.00	5.50
11 to 13 ft., 1 3/4 to 2-in. 8.00	6.50

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Princeton, N. J.

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COLLECTED ACER
RUBRUM AND SACCHARUM
from whips to 4-in. caliper.
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Callicoon, N. Y.

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800,000 PACHYSANDRAS

Hand-selected, field-grown cuttings,
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Free packing, check with order.

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1-yr.-old, frame-grown, well-rooted cuttings, \$5.50 per 100, \$43.00 per 1000; \$40.00 per 1000 for 5000 or more. Order now for immediate delivery.

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Per 100 Per 1000
1-yr., field-grown\$ 5.00 \$ 45.00
3000 or more plants 11.50 105.00

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Pachysandras, strong plants, grown in soil frames with light shade. First-class stock, \$6.50 per 100, \$53.00 per 1000; \$50.00 per 1000 for 5000 or more, including good packing. Peekskill Nursery, Shrub Oak, N. Y.

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1-yr., field-grown, \$60.00 per 1000.
HILLCREST GREENHOUSES
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PEONIES

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Due to circumstances beyond our control, we must vacate a piece of land on which these Peonies are growing. No orders accepted for less than 25 of a variety. Check with order to avoid bookkeeping expense.
Duchess de Nemours Karl Rosenfield
Edulis Superba Reine Hortense
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Heavy roots, 20c.

Packing free.

ALSO

Mixed colors, red, pink, white, 12½c.
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Adolphe Rousseau, Baroness Schroeder, Duchesse de Nemours, Festiva Maxima, Sarah Bernhard, Lady Alex, Duff, Marie Lemoine, Mons, Jules Elie, Reine Hortense, 3-yr.-old, whole clumps, not divided, 6 eyes and up, \$75.00 per 100, \$700.00 per 1000; divisions, 3 to 5 eyes, \$40.00 per 100, \$350.00 per 1000.

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CREEPING PHLOX (S'UB'ULATA)

Well-developed, field-grown, best varieties. Also 500 other popular perennials.

Available any time for your best use and profit. Direct from the field for fall, or from cold storage for winter and early spring.

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PHLOX, UPRIGHT AND SUBULATA

Excellent plants for fall and spring 1961. 32 varieties of upright Phlox and 9 varieties of subulata Phlox. All sand-grown.

Write now for list.

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Freshly dug plants in liners and transplants. Please write us for list.

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ANDROMEDA

(Pieris japonica)

One of the most beautiful broad-leaved Evergreens.

	Per 100	Per 1000
1 to 2 ins.	\$ 6.00	\$ 50.00
2 to 3 ins.	8.00	75.00
4 to 6 ins.	15.00	140.00
6 to 8 ins.	20.00	190.00

300 at 1000 rate. Shipped prepaid to your nursery.

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Thousands of Amur River North Privet.

	Per 100	Per 1000
18 to 24 ins.	\$3.00	\$25.00
2 to 3 ft.	4.00	30.00
3 to 4 ft.	5.00	40.00

Immediate shipment. Satisfaction guaranteed. Robinson Nursery Co., Greenville, Ga.

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For immediate shipment. Unnamed hybrids of hardy ponticum-catawbiense parentage. Good foliage. For growing on or over-counter sales with firm lightweight ball. Bed-grown, XXX transplanted.

4 to 6 ins. 25c each

6 to 8 ins. 30c each

8 to 12 ins. 35c each

50 plants per crate. Order by crate only.

ALL OFFERS CASH WITH ORDER.

Expert lightweight crating free.

State shipping method desired.

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Excellent quality.

for landscaping and garden centers.

PARMENTIER'S ROSES

Bayport, L. I., N. Y.

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Hardy, hybrid seedlings, liners.

Write for prices and sizes.

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R. F. D. 3 Bridgeton, N. J.

RHODODENDRON MAXIMUM

Nursery-grown and collected, 2 to 7 ft. high. Well-shaped and symmetrical plants.

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FINEST QUALITY ROSES SINCE 1923

Wide selection of non-patent and patent varieties, grown under a consistent and thorough spray program.

Your choice of BARE-ROOT OR PACKAGED Roses.

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EVERBLOOMING MINIATURE ROSES

World's largest selection, over 60 varieties.

"Money-makers." See them or write for list.

We ship branched own-root, 2 1/2-in. pot size.

*Recommended for forcing Per 10 Per 100

*RED, Spring Hill's choice.....\$4.00 \$35.00

*CUPIDO, nearly black-crimson... 4.50 40.00

*MIDGET (pat. 446), fine rose-red 4.50 40.00

*MONS PETIT, cherry-red..... 4.50 40.00

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*JULIETTE, vivid crimson..... 4.50 40.00

*PINK FAIRY, lovely soft pink... 4.50 40.00

*POLKA DOT, finest pure white. 4.50 40.00

*SPRING SONG, rich rose-pink... 5.00 45.00

*THE MARR, terra-cotta red... 5.00 45.00

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300 acres of nursery stock. Visit! Write!

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We grow our own Rosebushes and have

over 120 varieties (patent and standard, OLD

and NEW) to choose from. Our Rosebushes

are grown 2 yrs. in the field under the expert

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are clean, healthy and just bursting with

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FREE in corrugated Poly-lined boxes. Please

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and price lists.

MARTIN'S ROSE NURSERY

P. O. Box 155 Phone UH 9-2191 Arp, Tex.

TREE ROSES

Select No. 1 grade standards. Varieties include

current A. A. R. S. winners Duet and Pink

Parfait, also Chrysler Imperial, Garden

Party, Korde Perfecta, Lavender Girl, Pink

Peace, Sterling Silver as well as latest introduction

Suspense and many others.

Our bush Rose crop is finest in a decade.

We offer only quality stock at competitive

prices. Write for complete list, then

Buy the best—Buy Klyn's

GERARD K. KLYN, INC.

In the heart of famous Lake County

Mentor, O.

ROSES

Profit-wise nurseries, garden centers and

mail-order firms depend on ARP ROSES.

Glittering packs to display. Bare-root for

container or landscape. All-America Selections.

Catalog and wholesale price list.

ARP NURSERY CO.

Box 3338-A Tyler, Tex.

Rosebushes, 130 varieties. Old and new favorites.

Many of the hybrid tea varieties were 3 to 4 ft. tall

August 9 when this ad was sent in. Foliage very clean. These Roses will

please your customers. Send for our list before

you buy.

F. O. Tate Nursery, R. 3, Tyler, Tex.

Genuine Cherokee Rose, Georgia's state

flower. Evergreen in the South. Rank, thorny,

fine for living fence. 2-yr. plants, cut back

many times, 30c each, in bundles of 10.

Mountville Nurseries, Mountville, Ga.

For \$4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the January 1 issue to reach us December 9.

Forms for the January 15 issue will close December 23.

AMERICAN NURSERYMAN

343 S. Dearborn St.

CHICAGO 4, ILL.

THE SEASON'S BEST DEAL

See for yourself

by sending for our 1960-61 trade list. WE STILL OFFER YOU A CHOICE OF BARE-ROOT AND PREPACKAGED, PATENT AND STANDARD ROSES.

NEW LONDON ROSES

"The Rose Nursery"

P. O. Box 876 Overton, Tex.

ROSE STOCK

MULTIFLORA ROSE

Top quality plants for living fences and conservation plantings.

Root-crown caliper	Approximate height	Per 1000
2 to 3 mm.	8 to 15 ins.	\$12.50
3 to 5 mm.	12 to 18 ins.	17.50
3 to 8 mm.	12 to 24 ins.	22.50
5 to 12 mm.	18 to 36 ins.	38.50

UNDERSTOCK. Straight shanked seedlings grown especially for understock. Nematode free. Expertly graded to suit the most particular.

4 to 6 mm. \$27.50 per 1000

2 to 4 mm. 17.50 per 1000

The above prices are F.O.B. Griggsville, Ill., nursery. All tops cut back to 10 ins. at shipping unless otherwise requested. Our

storage facilities are the best. ORDER NOW

for fall or spring delivery. 10 per cent discount in lots of 10,000 or over; special quotations on larger quantities. For less than 1000

add 30 per cent. Packing at cost.

FARM LANDSCAPE CO.

Route 3 Urbana, Ill.

MULTIFLORA ROSE

For living fence, conservation and budding understock. Hardy northern-grown plants, nematode-free. Our sandy loam produces the finest root system. Our high quality is well known.

Caliper and approximate height	Per 1000
2 to 3 mm.	8 to 15 ins. \$12.50
3 to 5 mm.	12 to 18 ins. 17.50
3 to 8 mm.	15 to 24 ins. 22.50
4 to 6 mm.	budding understock. 27.50

Ask for quantity prices. We cut the tops

back to about 10 ins. for shipping unless

you state otherwise. Prices are F.O.B. Glen

Head. Packing at cost. For less than 1000,

add 30 per cent.

BROOKVILLE NURSERIES

Box 53, Northern Blvd., Glen Head, L. I., N. Y.

THORNY ROSA MULTIFLORA

We have a good supply for fall and spring.

2 to 3 mm. \$11.00 per 1000

3 to 6 mm. 16.00 per 1000

6 to 12 mm. 30.00 per 1000

No packing charge. F.O.B. Mt. Vernon, Ill.

Write for quotations on larger amounts.

MESTEL NURSERY

Route 5 Mt. Vernon, Ill.

SEEDS

ORDER YOUR GREEN-LEAVED JAPANESE

BARBERRY HEDGE SEED NOW

Clean seed free from pulp, \$5.00 per lb.

F.O.B. Butler, Pa.

U. S. Dept. of Agriculture certification.

E. F. WESTERMAN NURSERY

39 Graham Terrace Butler, Pa.

CONCOLOR FIR

Premium grade Colo. seed.

Write for prices and sample.

SAN ISABEL SEED CO.

Silver Cliff, Colo.

SHRUBS AND TREES

SHRUBS AND TREES Each, 100 1000

Euonymus alatus

2 to 3 ft. \$0.85 \$0.80

3 to 3 1/2 ft. 1.15 1.00

Euonymus alatus compactus

24 to 30 ins. 1.15 1.00

2 1/2 to 3 ft. 1.50 1.25

Prunus cistena

2 to 3 ft.70 .65

3 to 3 1/2 ft.85 .80

LINING-OUT STOCK

Arbortiva, Woodward globe

9 to 12 ins. \$0.50 \$0.40

12 to 15 ins.60 .50

Arbortiva, pyramidal

15 to 18 ins.50 .40

18 to 24 ins.60 .50

Juniperus hetzi

12 to 15 ins.40 .35

18 to 24 ins.50 .45

Juniperus pfitzeriana

9 to 12 ins.35 .30

18 to 24 ins.50 .45

Taxus cuspidata

9 to 12 ins.45 .40

Taxus bicolor

6 to 9 ins.50 .45

Euonymus alatus compactus

2-yr., T. 9 to 12 ins.25 .20

</

SHRUBS AND TREES—Continued

SHADE TREES	
	Each, 10
Birch, Cutleaf, white	12.50
2 ins., B&B	16.00
2 1/2 ins., B&B	16.00
Chestnut, Chinese	4.75
1 1/2 ins.	6.75
8 to 10 ft.	2.50
Hackberry, common	4.25
3 to 10 ft.	2.50
1 1/2 ins.	4.00
Honey Locust, thornless	5.75
8 to 10 ft.	7.50
1 1/2 ins., B&B	13.00
2 ins., B&B	18.00
2 1/2 ins., B&B	20.00
Maple, Norway	7.00
2 ins.	2.50
2 1/2 ins.	3.00
Maple, Norway, columnare	5.00
1 1/2 ins.	6.50
1 1/2 ins.	8.00
Maple, variegated Norway	19.50
1 1/2 ins.	5.00
Maple, Red	15.50
8 ins., B&B	22.00
2 1/2 ins., B&B	2.50
Maple, Sugar	3.00
6 to 8 ft.	4.00
8 to 10 ft.	6.00
1 1/2 ins.	5.25
2 ins., B&B	14.00
Sophora (Pagoda Tree)	5.00
3 to 4 ft., B&B	25.00
Sycamores	10.00
8 ins., B&B	14.00
Tulip Tree	19.00
1 1/2 ins., B&B	10.00
2 ins., B&B	13.00
2 1/2 ins., B&B	10.00
Yellowwood, American	6 to 8 ft., B&B
PERENNIALS	
Plume grass, clumps	\$0.40
EVERGREENS	
Fir, Douglas	18 to 24 ins., B&B
Juniper, Irish	3 to 3 1/2 ft.
Juniper, Pfitzer	15 to 18 ins., B&B
18 to 24 ins., B&B	2.75
Pine, Austrian (nigra)	18 to 24 ins., B&B
24 to 30 ins., B&B	3.25
Pine, Red (resinosa)	24 to 30 ins., B&B
Pine, Scotch	4 to 4 1/2 ft., B&B
Pine, White	2 to 3 1/2 ft., B&B
3 1/2 to 4 ft., B&B	4.50
Spruce, Colorado	18 to 24 ins., B&B
Spruce, Norway	18 to 24 ins., B&B
Taxus capitata	12 to 18 ins.
Taxus cuspidata	12 to 15 ins., B&B
Thuja, globe	15 to 18 ins., B&B
Thuja nigra	18 to 24 ins., B&B
Thuja, pyramidal	18 to 24 ins., B&B
SHRUBS	
Barberry, Mentor	15 to 18 ins.
Cotoneaster apiculata	15 to 18 ins., B&B
Cotoneaster divaricata	2 to 3 ft., B&B
2 to 3 ft., B&B	1.25
3 to 4 ft., B&B	2.00
3 to 4 ft., heavy, B&B	3.00
Dogwood, Redtwig (baileyi)	3 to 4 ft.
Euonymus (European) Aldenhamensis	18 to 24 ins.
Forsythia Arnold's Dwarf	18 to 24 ins.
Honeysuckle, Winter	24 to 30 ins.
Honeysuckle, zabeli	3 to 4 ft.
Hydrangea P.G.	30 to 36 ins.
Hypericum (St. John's Wort)	3 to 3 1/2 ft.
3 1/2 to 4 ft.	90
Mock Orange, virginialis	3 to 4 ft.
3 to 4 ft.	55
4 to 5 ft.	70
5 to 6 ft.	1.05
Potentilla, Golddrop	18 to 24 ins.
Privet, Border	4 to 5 ft.

(Continued in next column)

(Continued from previous column)

Privet, Regels		
18 to 24 ins.		.40
Prunus besseyi	2 1/2 to 4 ft.	.55
Prunus tomentosa		
4 to 5 ft.		.65
5 to 6 ft.		.90
Spiraea Anthony Waterer		
18 to 24 ins.		.45
Spiraea froebe		
24 to 30 ins.		.45
30 to 36 ins.		.55
Spiraea thunbergi		
4 to 5 ft.		.70
Spiraea vanhouttei		
4 to 5 ft.		.55
Symphoricarpos, Coralberry		
18 to 24 ins.		.40
24 to 30 ins.		.50
Symphoricarpos, Snowberry		
3 to 4 ft.		.45
Viburnum dentatum		
2 to 3 ft.		.35
Viburnum opulus nanum		
12 to 15 ins.		.90
15 to 18 ins.		1.10
Viburnum tomentosum		
2 to 3 ft.		.60
3 to 4 ft.		.75

THE HOME NURSERY
C. S. Ingels & Sons
On Route 17, In Stark County
La Fayette, Ill.
Phone 12R2

THE HOME NURSERY
C. S. Ingels & Sons
On Route 17, In Stark County
La Fayette, Ill.
Phone 12R2

EVERGREEN SEEDLINGS

	100	1000
SCOTCH PINE (French or Spanish strain)		
2-yr. seedlings (2-0), 4 to 8 ins.	\$ 5	\$ 25
3-yr. seedlings (3-0), 8 to 16 ins.	8	40
WHITE PINE		
3-yr. seedlings (3-0), 5 to 10 ins.	8	40
4-yr. transplants, grafting size	15	75
MUGHO PINE		
4-yr. seedlings (4-0), 4 to 8 ins.	10	50
4-yr. transplants (3-1), 3 to 5 ins.	15	75
JAPANESE BLACK PINE		
2-yr. seedlings (2-0), 4 to 8 ins.	9	45
3-yr. seedlings (3-0), 8 to 14 ins.	12	60
WHITE SPRUCE		
3-yr. seedlings (3-0), 8 to 14 ins.	8	40
5-yr. transplants, grafting size	20	100
NORWAY SPRUCE		
3-yr. seedlings (3-0), 10 to 18 ins.	9	45
5-yr. transplants, grafting size	25	125
COLORADO BLUE SPRUCE		
3-yr. seedlings (3-0), 6 to 12 ins.	9	45
5-yr. transplants (3-2), 8 to 14 ins.	35	175
CANADIAN HEMLOCK		
3-yr. seedlings (3-0), 8 to 12 ins.	16	80
CONCOLOR FIR		
3-yr. seedlings (3-0), 6 to 12 ins.	8	40
4-yr. seedlings (4-0), 8 to 14 ins.	11	55
4-yr. transplants (3-1), 4 to 8 ins.	16	80
5-yr. transplants (3-2), 8 to 12 ins.	25	125
FRASER FIR		
2-yr. seedlings (2-0), 2 to 4 ins.	8	40
3-yr. seedlings (3-0), 5 to 10 ins.	12	60
BALSAM FIR		
3-yr. seedlings (3-0), 4 to 8 ins.	8	40
4-yr. transplants (3-1), 4 to 8 ins.	15	75
BARBERIES, GREEN		
2-yr. seedlings (2-0), 6 to 12 ins.	8	40
2-yr. seedlings (2-0), 12 to 18 ins.	10	50
WHITE FLOWERING DOGWOOD		
Seedlings, 4 to 8 ins.	7	35
Seedlings, 12 to 24 ins.	12	60
MUSSER FORESTS, INC.		
Box 16LC	Indiana, Pa.	

METASEQUOIA GLYPTOSTROBILIDES

(Dawn Redwood)

Undoubtedly this is one of the most interesting plants introduced in recent years. Nobody seems to be able to supply the demand for it. It was introduced to the Arnold Arboretum in January, 1948, and sent out by them as soon as stock was available. We secured some and now have a few thousand plants available. It is a rapidly growing tree, somewhat resembling Taxodium distichum, and like it, likes a moist condition. We find it grows very well in our black soil. It is deciduous. We suggest you get some as it will no doubt continue to be in good demand as it becomes better known.

	Each	10	100	1000
1-yr., 6 to 12 ins.	\$7.50	\$50	\$450	
12 to 18 ins.	\$15.00	100	75	650
18 to 24 ins.	2.00	17.50	150	
2 to 3 ft.	2.50	22.50	200	
3 to 4 ft.	3.50	30.00	275	

THE TING NURSERY CO.

Pittsville, Md.

RARE, HARDY, NORTHERN-GROWN

	Each
Phellodendron amurense, 4 to 5 ft.	\$2.50
Phellodendron amurense, 5 to 6 ft.	3.00
Sophora japonica, 3 to 4 ft.	3.00
Magnolia stellata Water Lily	
18 to 24 ins.	3.00

H. J. BAKER

1412 W. Main St. Crawfordsville, Ind.

Cherry Laurel, Prunus, laurocerasus schipkaensis, zabeliana, and macrophyllum.
Please see complete list on pages 60 and 61.
Templeton, Phytotek, Winchester, Tenn.

More customers for you!
Over 9,500 subscribers, all active buyers,
see your ad in the American Nurseryman.

ROOTED CUTTINGS, 1-YR. BEDDED

	Per 100	Per 1000
Buxus sempervirens, 4 to 6 ins.	\$10.00	\$ 90.00
Chamaecyparis cyano viridis		
4 ins.	12.00	
Chamaecyparis lutescens		
4 to 6 ins.	10.00	90.00
Ilex bullata, 4 to 6 ins.	10.00	90.00
Ilex crenata, 4 to 6 ins.	12.00	90.00
Juniper, Andorra, 4 to 8 ins.	12.00	100.00
Juniperus hibernica, 4 to 6 ins.	12.00	100.00
Juniperus hetzi, 4 to 6 ins.	12.00	100.00
Juniper, Pfitzer, 4 to 6 ins.	12.00	100.00
Juniperus stricta, 4 to 6 ins.	12.00	100.00
Juniperus communis aurea		
4 to 6 ins.	12.00	
Pachysandra	4.00	35.00
Pieris japonica, 4 to 8 ins.	12.00	100.00
Pyracantha lalandi, 4 to 8 ins.	10.00	90.00
Pyracantha lalandi, 4 to 8 ins. (potted)	12.00	
Retinispora plumosa aurea		
6 to 8 ins.	10.00	90.00
Retinispora plumosa		
6 to 8 ins.	10.00	90.00
Taxus brevifolia, 4 to 6 ins.	10.00	100.00
Taxus browni, 4 to 6 ins.	12.00	100.00
Taxus brevimedia, 4 to 6 ins.	10.00	100.00
Taxus capitata, tips		
6 to 8 ins.	15.00	125.00
Taxus cuspidata, 4 to 6 ins.	12.00	100.00
Taxus cuspidata F&F compacta, 4 to 6 ins.	15.00	125.00
Taxus densiformis, 4 to 6 ins.	15.00	125.00
Taxus canadensis stricta	12.00	100.00
Taxus hatfieldi, 4 to 6 ins.	12.00	100.00
Taxus henryi, 4 to 6 ins.	15.00	125.00
Taxus hicksii, 4 to 6 ins.	12.00	100.00
Taxus intermedia, 4 to 6 ins.	12.00	100.00
Taxus Moon's columnaris		
4 to 6 ins.	12.00	100.00
Taxus repandens, 4 to 6 ins.	12.00	100.00
Taxus Vermeulen, 4 to 6 ins.	12.00	100.00
English Ivy	4.00	35.00
Thuja globosa, 5 to 8 ins.	12.00	100.00
Thuja pyramidalis, 4 to 6 ins.	10.00	90.00
Thuja nigra, 5 to 8 ins.	10.00	90.00

1-YR. SEEDLINGS

	Per 100	Per 1000
Acer palmatum, 4 to 6 ins.	6.00	50.00
Black Locust (Robinia pseudoacacia), 12 to 18 ins.	6.00	50.00
Taxus capitata, 3 ins.	4.00	30.00
Chinese Chestnut, 12 to 18 ins.	10.00	80.00
Taxus capitata, 4 to 6 ins. (2-yr. seedlings)	7.00	60.00
(in large quantity, \$50.00 per 1000)		
Taxus capitata, 6 to 10 ins. (3-yr. seedlings)	10.00	90.00
(in large quantity, \$75.00 per 1000)		

ROOTED CUTTINGS, 2-YR. BEDDED

	Per 100	Per 1000
Juniperus hetzi, 8 to 12 ins.	\$20.00	\$190.00
Retinispora pisifera aurea		
8 to 12 ins.	20.00	
Retinispora plumosa aurea		
8 to 12 ins.	20.00	190.00
Retinispora plumosa		
8 to 12 ins.	20.00	190.00
Pieris japonica, 6 to 10 ins.	20.00	190.00
Taxus cuspidata, 6 to 8 ins.	20.00	150.00
Taxus cuspidata F&F compacta, 6 to 8 ins.	25.00	200.00
Taxus intermedia, 6 to 8 ins.	20.00	150.00
Taxus browni, 6 to 8 ins.	20.00	150.00
Taxus hicksii, 6 to 8 ins.	20.00	150.00
Taxus brevifolia, 6 to 8 ins.	20.00	150.00
Ilex bullata, 6 to 8 ins.	15.00	200.00
4-YR. TRANSPLANTS		
Taxus capitata, 8 to 12 ins.	20.00	150.00
Leucothoe catesbaei		
10 to 14 ins.	35.00	
Picea engelmanni, 5 to 8 ins.	8.00	70.00
Picea excelsa, 6 to 12 ins.	12.00	100.00
Picea pungens glauca		
6 to 10 ins.	12.00	100.00
Pinus mughus Tyrolensis		
4 to 6 ins.	20.00	
Thuja occidentalis, 8 to 12 ins.	12.00	
Tsuga canadensis, 5 to 8 ins.	10.00	90.00
Tsuga canadensis, 8 to 10 ins.	15.00	140.00
Tsuga canadensis, 10 to 12 ins.	20.00	190.00

5-YR. TRANSPLANTS

Douglas Fir, 12 to 18 ins.

Concolor Fir, 6 to 10 ins.

Tsuga canadensis, 12 to 15 ins.

Picea pungens glauca

Picea (White Spruce), 12 to 18 ins.

Picea excelsa, 12 to 18 ins.

VAN DINE NURSERY

Berdan Ave. Wayne, N. J.

DWARF MAHONIA

Jack Mayhan is authority on mountain-grown Mahonia. This is a new variety selection, hardy as Oak. Very compact, dwarf. Ready now, 100,000 plants. All plants U. S. D. A. inspected. Cash in on my many years' experience.

5-yr., T, \$20.00 per 100, \$150.00 per 1000.

Few 12 to 15 ins.

5 to 6-yr. finished plants, \$3.00 each.

Cash with order. Full return 5-day privilege.

MAYHAN NURSERY, VERADALE, WASH.

SPECIAL PRICES

ON RED OAK SEEDLINGS

18 to 24 ins.

2 to 3 ft.

3 to 4 ft.

4 to 5 ft.

EGYPTIAN NURSERY & LANDSCAPE CO.

Farina, Ill.

Day phone 3551. Night phone 3553

EVERGREENS

	Each, 100	1000
Arborvitae, American, 15 to 18 ins.	\$0.90	\$0.80
18 to 24 ins., B&B	2.25	2.00
2 to 3 ft., B&B	2.75	2.45
3 to 4 ft., B&B	3.70	3.30
4 to 5 ft., B&B	4.10	3.70
Arborvitae, globe, 3-yr.	.45	.45
8 to 10 ins.	.80	.70
10 to 15 ins.	1.00	.90
Arborvitae pyramidal, 2-yr.	.35	.35
4 to 5 ft., B&B	3.60	3.25
4 to 5 ft., B&B	4.10	3.60
4 to 5 ft., B&B	4.60	4.15
Juniperus, canari, 12 to 14 ins., T.	1.30	1.30
15 to 18 ins., T.	1.80	1.80
fastigiata, 3 to 4 ft., B&B	2.85	2.85
4 to 5 ft., B&B	3.35	3.35
hetzi, 2-yr.	.35	.35
3-yr., 10 to 12 ins.	.45	.45
4-yr., 10 to 12 ins., 1 gal. can	1.10	1.10
15 to 18 ins.	1.20	1.20
pfitzeriana, 2-yr.	.35	.30
3-yr., 10 to 12 ins.	.45	.40
12 to 15 ins.	.90	.80
18 to 24 ins., B&B	3.00	2.70
2 to 3 ft., B&B	3.50	3.10
3 to 4 ft., B&B	4.00	3.60
pfitzeriana compacta, 2-yr.	.30	.30
12 to 15 ins.	.45	.40
Savin, V. E., 3-yr.	.90	.90
12 to 15 ins.	.45	.40
Taxus, cuspidata, 3-yr.	.45	.40
10 to 15 ins., 6-yr.	1.05	.95
browni, 3-yr.	.45	.40
capitata, 5-yr., 10 to 15 ins.	.90	.80
hicksi, 2-yr.	.45	.40
3-yr.	.45	.40
10 to 15 ins., 5-yr.	.90	.80
Euonymus, radicans erectus, 10 to 15 ins.	.35	.30
15 to 18 ins.	.75	.65
alatus, 18 to 24 ins.	.90	.90

ORNAMENTAL TREES AND SHRUBS

Mountain Ash, 4 to 5 ft., T.	\$0.40	\$0.35
5 to 6 ft., T.	.50	.45
6 to 7 ft., T.	.60	.55
Flowering Almond, 2 ft.	.95	.85
Forsythias, 4 to 5 ft.	.95	.85
Japonica, 12 to 15 ins.	.60	.60
Philadelphus virginialis, 15 to 18 ins.	.30	.25
4 to 5 ft.	.80	.75
Spiraea vanhouttei, 18 to 24 ins.	.40	.35

SHADE TREES

	Each, 10	100
Birch, European White, single stem, 1 to 1 1/2-in., B&B	\$ 7.50	\$ 6.75
2 to 2 1/2-in.	12.50	11.25
3 to 3 1/2-in.	15.60	14.75
multiple, 8 to 10 ft.	13.75	12.50
10 to 15 ft.	16.50	15.00
4 gal. can, 1 to 3 stem, 3 to 5 ft.	2.50	2.25
Chinese Elm, 3 to 4 ft., hedging	.20	.20
3/4 to 1-in.	.50	.50
1 to 1 1/2-in.	1.50	1.50
2 to 2 1/2-in.	2.50	2.50
3 to 4-in.	4.00	4.00
Maples, Norway, 6 to 8 ft., T.	3.65	3.65
Silver, 6 to 8 ft.	1.50	1.50
8 to 10 ft.	2.50	2.50
Sycamore, 6 to 8 ft., T.	1.25	1.25
8 to 10 ft., TT	3.25	3.25
Silver Maple, 6 to 12 ins., seedlings	\$2.00 per 100	\$10.00 per 1000
12 to 24 ins.	4.00 per 100	20.00 per 1000
2 to 3 ft.	10.00 per 100	50.00 per 1000
3 to 4 ft.	15.00 per 100	75.00 per 1000
4 to 5 ft.	20.00 per 100	100.00 per 1000

Free boxing and packing. One-fourth payment will hold your order for spring. 2 per cent discount, cash with order. Prices are subject to change without notice. Write for price list.

RICHARDSON NURSERIES, INC.
53947 Fir Rd., R. 1 Granger, Ind.

IMPROVED HYBRID BLUE ASH

(Fraxinus quadrangulata)
This is a good, fast growing shade tree. Very compact, dense foliage. Retains almost perfect shape until fully grown. Disease resistant and will withstand severe weather conditions. Does not have bloom or seed pods to litter lawns or street. 5000 available.

	Each, 10	100
5 to 6 ft., branched	\$2.25	\$2.00
6 to 8 ft., branched	2.75	2.50
8 to 10 ft., branched	3.25	3.00
10 to 12 ft., branched	3.75	3.50

Catalog on request.
SURFACE NURSERY
R. 1, Box 832 Gresham, Ore.

SURPLUS TREES

	B&B	Bare-root
Honey Locust, thornless, 2 to 2 1/2-in. cal.	\$4.00	\$3.00
Honey Locust, thornless, 2 1/2 to 3-in. cal.	5.50	4.00
Sweet Gum, 1 1/2 to 2-in. cal.	3.50	2.50
Sweet Gum, 2 to 2 1/2-in. cal.	4.50	3.50
Pin Oak, 2 to 2 1/2-in. cal.	4.00	3.00
Pin Oak, 2 1/2 to 3-in. cal.	5.50	4.00
Norway Maple, 1 to 1 1/2-in. cal.	3.00	2.00
Silver Maple, 1 to 1 1/2-in. cal.	1.50	1.00
Sycamore, 1 1/2 to 2-in. cal.	3.00	2.00
Sycamore, 2 to 2 1/2-in. cal.	4.00	3.00
Pink Dogwood, 4 to 5 ft.	2.00	3.00

LAWRENCE SANDERS NURSERY
721 Kentucky Ave. Paducah, Ky.

TREES TREES

Maples, Pin, Red and Live Oaks, Willows, Birches, Crab Apples. Order your large sizes of B&B trees now so we can select them before they are picked over and dig them during the winter months when we can devote the amount of time to do the job just right. Burlap is treated and balls are protected in sawdust until you want delivery in late winter or spring.

Send for wholesale list showing varieties and reasonable prices for quality trees, shrubs, Evergreens, Azaleas, etc.

THE TANKARD NURSERIES, Exmore, Va.

ORNAMENTAL SHRUBS

Crab Apples, 40 varieties: 1-yr. trees and limited number 3-yr. transplants. Descriptive booklet available.

Thundercloud Plum, 1-yr. and 3 yrs., 6 to 8 ft.

Winter King Hawthorn, 1-yr. whips and 3-yr. transplants, 6 to 8 ft.

Taxus and large plants of Magnolia soulangeana.

SIMPSON ORCHARD CO., INC.
1504 Wheatland Rd. Vincennes, Ind.
Phone TU 2-2441

SALES BUILDERS

Do your sales need a shot in the arm? Try our proven **SALES BUILDERS**, as Norway Maple, White Birch, European Mt. Ash, Paul's Scarlet Hawthorn, Flowering Peach, Golden Chain, Fassen's Red-leaved Maple, Dogwoods, Flowering Crabs, etc. All reasonably priced. Send for surplus list, from one of America's progressive small nurseries. Send want list.

GLOBE NURSERIES
Box 249, Dept. AN60 McMinnville, Tenn.

HEMLOCKS

TSUGA CANADENSIS, 5 to 8 ft., in quantities.

Price inducements to purchasers who dig and haul away.

WELLS FARM, INC. NURSERY
Colliers, W. Va.

35 miles west of Pittsburgh. 27 miles north of Wheeling. Phone through Steubenville, O. exchange, A Venue 8-1821.

COLLECTED STOCK

CANADIAN HEMLOCK
SUGAR MAPLES
BIRCH CLUMPS, FERNS
AND WILDFLOWERS
Send for wholesale list.

LAMPREY RIVER NURSERY
Radford, H. Palmer

R. F. D. 1 Durham, N. H.

RHODODENDRONS

Hybrids in varieties. True Red Jap. Maples, also the new Bloodgood variety. Own root grown. Liners and finished plants. Our complete list of many items of choice nursery stock is now ready. See our beautifully grown Taxus, Ilex, Azaleas, etc.

GERARD K. KLYN, INC.
Mentor, O.

Wholesale Nurserymen

Ginkgo biloba, 6 to 10 ins., seedlings, 8c. Please see complete list on pages 60 and 61.

Templeton, Phytotektor, Winchester, Tenn.

TAXUS

TAXUS EACH, 100 1000

Brevifolia, 2-yr., T. \$0.40 \$0.35

Browni, 2-yr., T. .40 .35

Capitata, 4-yr., T. .45 .40

6-yr., TT (sheared) .90 .75

Cuspidata, 2-yr., T. .40 .35

4-yr., TT, FR .60 .50

Densiformis, 2-yr., T. .45 .40

4-yr., TT, FR .75 .60

Hatfieldi, 2-yr., T. .40 .35

QUALITY IS OUR MOTTO. No charge for packing.

C. HOOGENDOORN
408 Turner Rd., Newport, R. I.

TAXUS CAPITATA

Upright Japanese Yew, grown from Japanese imported seed.

2-yr. seedlings. Seed sown lightly.

75,000 2-yr. seedlings, 1000 10,000

4 to 6 ins. \$75.00 \$600.00

65,000 2-yr. seedlings, 90.00 750.00

6 to 8 ins.

SHADE'S NURSERY
624 Colonial Club Dr. Harrisburg, Pa.
Phone Harrisburg KI 5-5417.

5 miles east of Harrisburg on U. S. Route 22. Turn north at Inn. 22, nursery 1 mile north of U. S. Route 22.

TAXUS

Japanese Yew (capitata), from seed.

(3-2-3), 10 to 18 ins., T, \$1.00 each.

Twice sheared, good color, massive roots.

(3-0), 4-yr., S, 4 to 8 ins., \$35.00 per 1000, \$10.00 per 100.

(2-0), 2-yr., S, bed-run, 2 to 6 ins. \$60.00 per 1000, \$7.50 per 100.

Also Pine, Spruce, Fir.

DENTON NURSERY
Route 1 Conneaut, O.

300,000 UNROOTED TAXUS CUTTINGS

Taxus, intermedia, wardi, hicksi, hatfieldi, cuspidata, browni, hunnewelliana, capitata, tips or side branches; Hill's pyramidal and andersoni.

\$17.50 per 1000.

THEODORE KLEIN NURSERIES

Crestwood, Ky.

TAXUS

Spreading, 18 to 24 ins., 24 to 36 ins.

Hicksi, 18 to 24 ins.

Browni, 15 to 18 ins., 18 to 24 ins.

20,000 to choose from. Reduced prices. Must clear leased land.

BRAINE & FOREMAN

Route 2 Sharon, Pa.

20 PER CENT OFF B&B TAXUS

Cuspidata, browni, densiformis, kelseyi, hatfieldi, capitata, Vermeulen, 12 to 15 ins.

and 15 to 18 ins. Capitata also in 18 to 24 ins. and 24 to 30 ins. List on request.

JOHN VERMEULEN & SON, INC.
P. O. Box 336A Neshanic Station, N. J.

SPECIAL OFFER, TAXUS CUTTINGS
Low prices on 17,500 Taxus, rooted cuttings, 1-yr.-old. Special price for the entire lot. List on request. All good varieties.

JOHN VERMEULEN & SON, INC.
P. O. Box 336A Neshanic Station, N. J.

VIBURNUMS

VIBURNUM CARLESI COMPACTA (NEW)
This is a compact form of Viburnum carlesi with dark green leaves and buds up very readily.

2-yr., T, from cuttings, \$50.00 per 100.

Strong 2-yr. grafts, \$125.00 per 100, \$1000.00 per 1000.

QUALITY IS OUR MOTTO. No charge for packing.

C. HOOGENDOORN
408 Turner Rd., Newport, R. I.

VIBURNUM CARLESI

Fragrant Mayflower Viburnum.

2-yr. seedlings, 6 to 8 ins., \$20.00 per 100, \$175.00 per 1000; 8 to 12 ins., \$30.00 per 100, \$250.00 per 1000.

QUALITY IS OUR MOTTO. No charge for packing.

C. HOOGENDOORN
408 Turner Rd., Newport, R. I.

VIBURNUM CARLESI

15 to 18 ins. \$10.00 \$90.00

18 to 24 ins. 14.00 120.00

2 to 3 ft. 20.00 180.00

Ask for prices on B&B specimens.

WAYNESBORO NURSERIES
Waynesboro, Va.

Viburnum liners, juddi, chenaulti, macrocephalum sterile, rhytidophyllum, rhytidophylloides, tomentosum plicatum and tomentosum plicatum grandiflorum.

Please see complete list on pages 60 and 61.

Templeton, Phytotektor, Winchester, Tenn.

Classified Ads Offer Maximum Results at Minimum Cost.

VINES

VINES EACH

Boston Ivy, 12 to 18 ins. \$0.30

18 to 24 ins. .45

2 to 3 ft. .50

Please write for quotations on 100 and 1000 lots.

DUGAN NURSERIES, INC.
Center St. Perry, O.

can be easily and quickly turned into Cash

by listing it in the American Nurseryman Classified Ads.

VINCAS

Vinca variegata, good salable plants, \$6.00 per 100, \$50.00 per 1000.

Mountville Nurseries, Mountville, Ga.

9,500 Active Nurserymen are in need of stock.

List your offerings in the American Nurseryman Classified Section.

WANTED

WANTED-ACER GRISEUM

Seedlings or larger, in small or large quantities. Also Acer, micranthum, tegmentosum, capillipes and other rare Maples. Send prices. Also write if you will have these for sale in 1961.

DAVIS RARE TREE NURSERY
Traver Rd. Pleasant Valley, N. Y.

Wanted-Quince and Dogwood, large branches with flower bud for forcing, or large Quince shrubs. Must have before December 10. Call Wilson 1-0823 or write

H. Larsen, Box 133, Ossining, N. Y.

SUPPLIES AND SUNDRIES

BURLAP

NEW BURLAP			
In bolts or rolls of 100 to 125 yards.			
HEAVYWEIGHT BURLAP			
Width	In bolts	On rolls	
36 ins.	22½¢	24½¢ per yd.	
40 ins.	23½¢	25½¢ per yd.	
45 ins.	25½¢	27½¢ per yd.	
48 ins.	27½¢	29½¢ per yd.	
54 ins.	31¢	33¢ per yd.	
60 ins.	34½¢	36½¢ per yd.	
72 ins.	40½¢	42½¢ per yd.	
BURLAP EROSION CLOTH			
40 ins.	19¢	21¢ per yd.	
57 ins.	23¢		

All prices are net F.O.B. New York.
Minimum order 1 bolt or 1 roll. Orders of 3 or more freight prepaid east of the Mississippi. When ordering specify rolls or bolts.
LEWIS INTERNATIONAL CO.
666 Clinton Ave. Newark 8, N. J.

CANE STAKES

NATURAL BAMBOO STAKES			
PER 100	½" x ½"	¾" x ¾"	1" x 1"
4 ft.	\$2.85	\$3.44	\$4.25
5 ft.	3.20	4.30	5.30
6 ft.	3.60	4.80	6.00
7 ft.	4.00	5.30	6.60
8 ft.	4.40	5.80	7.20
10 ft.	5.20	6.80	8.40
12 ft.	6.00	8.00	10.00
Approximate thickness at bottom end.			
F.O.B. Livonia, La. 2000 up, less 5 per cent;			
5000 up, less 10 per cent.			
A. C. PATTERSON, FRISCO, LA. FORMERLY OF CENTERTOWN, KY.			

CANE STAKES

A complete line of bamboo cane stakes, from 12 ins. to 8 ft. Available from 7 convenient freight-saving shipping points.
Write for details to America's largest horticultural bamboo distributor.
McHUTCHISON & CO.
695-N Grand Ave. Ridgefield, N. J.
2505 S. E. 11th Ave. Portland 2, Ore.

BAMBOO CANE STAKES

For greenhouse and nursery purposes.
All types and sizes.
Write for prices and quantity discounts.
ALEC HENDERSON, INC.
1313 W. Randolph St. Chicago 7, Ill.

OUTDOOR BAMBOO STAKES

All sizes for immediate delivery.
Ask for our Nursery Supply List.
HALF MOON CO., Box 27A, Plainfield, N. J.

CHRISTMAS TREES

LIVING CHRISTMAS TREES	
Pruned, well cared for, properly dug.	
Norway Spruce, 2 to 3 ft., B&B.....	\$2.50
Norway Spruce, 3 to 4 ft., B&B.....	3.25
Norway Spruce, 4 to 5 ft., B&B.....	4.00
Yew, 5 to 6 ft., B&B.....	5.50
You dig, 3 to 6 ft., \$2.50 each. 30,000 Spruce to pick from.	
White Pine, 2 to 4 ft., B&B.....	\$3.50
White Pine, 4 to 5 ft., B&B.....	5.50
White Pine, 5 to 6 ft., B&B.....	6.50
White Pine, 6 to 7 ft., B&B.....	9.00
Scotch Pine, 3 to 4 ft., B&B.....	3.00
Scotch Pine, 4 to 5 ft., B&B.....	4.50
Red Pine, 3 to 4 ft., B&B.....	3.00
Red Pine, 4 to 5 ft., B&B.....	4.50
See our display ad on page 65	
WADE & GATTON NURSERIES Bellville, O.	
Day phone, Butler TU 3-3191. Night phone, Bellville TU 6-3449.	

SHAPED CHRISTMAS TREES

SCOTCH PINE, shaped yearly, \$1.25 to \$1.75 each. 50,000 trees, 5 to 8 ft. of good, green color. Cut, banded; loaded on your truck, B&B. Let us quote you on quantity and sizes. These are grown on our 1000-acre plantation. Tree farm located 5 mi. south of Conneaut Lake, Pa.; 3 mi. off Route 285. Inspection invited.
Phone: Hartstown 2172 (Eve's) Zellenople 644
TREELAND FARMS
Mail: P. O. Box 303, Conneaut Lake, Pa.
Fresh cut, selected Scotch Pine, Douglas Fir and Spruce, sheared trees, 5 to 10 ft. Cut boughs Balsam, Hemlock, Spruce, Red and White Pine, W. V. Griffin, 8 Elizabeth Ave., East Brunswick, N. J. Near Herberts Corners. Phone CL 7-2484.

CHRISTMAS TREES

Norway, Black Hills and White Spruce, 2 to 5 ft., B&B, row-run, \$2.50.
DUGAN NURSERIES, INC.
Center St. Perry, O.

NORWAY SPRUCE

Well-sheared, full, heavy trees, good color.
Each, 1-30 30 up
2 to 3 ft., B&B.....\$2.75 \$2.50
3 to 4 ft., B&B.....3.50 3.25
4 to 5 ft., B&B.....4.50 4.00
Row-run and you dig your own, \$2.50 each.
Ideal for specimen, screen and Christmas season.
We invite your inspection.
PAUL'S NURSERY
R. F. D. 3 Phone Shelby 3-2161. Shelby, O.
CHRISTMAS TREES
Scotch Pine, 4 to 7 ft., 75c to \$1.35.
Norway Pine, 5 to 10 ft., 75c.
Row-run Red Pine for boughs, 10c each.
Will be cutting until December 10, to fill your late orders.

DUANE CHAMBERLAIN

Kingsley, Mich.
CHRISTMAS TREES
10,000 beautiful Scotch Pine, sheared many times.
For appointment to see trees, call or write.
SAM DIBLE NURSERY
Shelton, Pa.
Phone Parkwood SA 6-5377
DOUGLAS FIR, 6 TO 12 FT.
Ideal for Christmas trees.
B&B or cut, REASONABLE.
Write for prices to
THE BUDDIES NURSERY
P. O. Box 14 Birdsboro, Pa.
Phone Juniper 2-7257

DECORATIVES

DECORATED SPRUCE, PINE, CHERRY LAUREL, CRYPTOMERIA, FOR CHRISTMAS SALES
Live plants in 3-in. green plastic or red or green aluminum pots. Flocked or un-flocked plants, decorated with HOLIDAY SPRINKLES, MAKE BEAUTIFUL TABLE OR MANTEL PIECES. Specify plant, pot and flocking when ordering, or mixed.
No. per Price per carton*
Aluminum pots.....18 \$10.40 \$ 9.50 \$ 8.60
Plastic pots.....25 13.75 12.50 11.25
*F.O.B. Somerville, N. J. Shipped via rail or truck express. Remit for 20 lbs. if parcel post desired. 50c less per carton for pickup or delivery at cost.
ORDER NOW FOR IMMEDIATE SHIPMENT
JOHN VERMEULEN & SON, INC.
Box 336-A Neshean Station, N. J.

WREATHS

Wholesale for 25 years. Time has shown they are best on market.
BALSAM FIR ONLY Each
9-in. hoop, 22 to 24 ins., wt. 3½ lbs.....\$0.80
12-in. hoop, 26 to 28 ins., wt. 5 lbs.....1.00
18-in. hoop, 36 ins., wt. 9 lbs.....1.55
All wreaths in bales of 10.
GRAVE BLANKETS
3x7 ft., heavy, on 2-in. wire.....2.75
Crates of 20 or 25.....2.50
BALSAM BOUGHS
18 to 24 ins., select, 100-lb. bales.....5.00
Truck freight, State date wanted.
Satisfaction guaranteed.
J. R. PALMER & SON, BLACKDUCK, MINN.
BERRIED NANDINA SPRAYS
Handsome bunch of red berries on a stem with red leaves. Boxed for express or truck shipment.
\$20.00 per 100,
\$11.50 per 50.
THE TANKARD NURSERIES, Exmore, Va.

FERTILIZERS

PETERS SPECIAL
A complete line of soluble and long-life fertilizer formulas specially designed for the commercial grower and manufactured by the Robert B. Peters Co., Inc., the trade's leading commercial soil test laboratory. Drop a card for complete price list and your free brochure, "The Peters System of Soil Fertility Control."
ROBERT B. PETERS CO., INC.
2833 Pennsylvania St. Allentown, Pa.

FLATS

CYPRESS FLATS, K. D.
Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. Inside measure, \$32.00 per 100.
1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bdl.
50 pcs. to bundle, 5 ft., \$4.50 per bdl.
50 pcs. to bundle, 6 ft., \$5.50 per bdl.
Ship same day.
YOHO & HOOKER, YOUNGSTOWN 2, O.

WHITE CEDAR FLATS

Order by No.	Size	Price per 100	Wt. per 100
No. 1.	14x20x2¼-in.	\$27.75	320
No. 2.	14x20x3¼-in.	32.00	400
No. 3.	12x16x2¼-in.	21.00	260
No. 4.	12x16x3¼-in.	24.75	275
No. 5.	14x16x2¼-in.	23.75	275
No. 6.	14x16x3¼-in.	28.00	290
No. 7.	15x22x2¼-in.	35.75	425
No. 8.	15x22x3¼-in.	35.75	425
No. 9.	11¼x22x2¼-in.	25.75	320
No. 10.	11¼x22x3¼-in.	29.50	400
No. 11.	14x16x5-in.	32.75	450
No. 12.	5x11x5-in.	16.75	160
No. 13.	5x16x5-in.	19.00	215
Plant boxes, 5½x11¼x2¼-in.		8.00	60
Plant boxes, 5x8¼x2¼-in.		5.50	45

Skeleton flats to carry TEKPAKS and similar growing containers. (Write us for price list.)
All other sizes quoted on request.
Bottoms and sides are ¾-in. thick and ends are ¾-in. thick. Plant boxes are made of thinner lumber. Your name and address printed, up to 3 lines in black ink, on one or both end pieces at the following rates: \$1.00 setup charge, plus ¼¢ per end piece. Shipped K.D. in units of 25, F.O.B. Cook. All shipments by truck unless otherwise specified.

QUANTITY DISCOUNTS

Order totaling \$100.00 to \$200.00, 5 per cent; \$200.00 to \$400.00, 6 per cent; \$400.00 to \$600.00, 7 per cent; \$600.00 to \$800.00, 8 per cent; \$800.00 to \$1000.00, 9 per cent; \$1000.00 and over, 10 per cent.
TERMS: 2 per cent, check with order; 1 per cent 30 days, net 60.
H. C. HILL & SONS, INC.
Phone North 6-3248 Cook, Minn.

CYPRESS FLATS

TOP GRADE FLATS THAT LAST.		
No.	Size I.S.M.	Per 100 Wt.
1.	14x20x2¼ ins.	\$25.00 590
2.	14x20x3¼ ins.	29.00 680
3.	12x16x2¼ ins.	20.00 440
5.	14x16x2¼ ins.	22.00 510
7.	15x22x2¼ ins.	29.00 670
8.	15x22x3¼ ins.	33.00 780
9.	11¼x22x2¼ ins.	23.00 540
Any size to order. Bottoms and sides ¾-in. thick; ends ¾-in. All planed one side.		
5 per cent discount on orders for 500 or more. Terms: Cash. Up to 3 lines printing, \$1.00 setup charge plus 1c per end piece. Shipped K.D., units of 25, F.O.B. Williams- ton, N. C., truck.		
H. C. HILL & SONS P. O. Box 747 Williams- ton, N. C. Phone SWift 2-4127		

JIFFY-POTS

JIFFY-POTS
All sizes available for prompt shipment at standard prices.
McHUTCHISON & CO.
695-N Grand Ave. Ridgefield, N. J.

LABELS

DAHLIA OR TREE LABELS		Price per carton
		Plain Painted
3¼x¼ ins., notched, not wired.....	\$3.00	\$3.60
3¼x¼ ins., wired (copper).....	3.95	4.90
POT LABELS		
4x¼ ins. (cartons 1000 each).....	3.95	4.60
5x¼ ins. (cartons 1000 each).....	4.30	5.10
6x¼ ins. (cartons 1000 each).....	4.70	5.80
GARDEN STAKES		Price per carton
		Plain Painted
8x¼ ins. (cartons 500 each).....	\$3.50	\$4.30
10x¼ ins. (cartons 500 each).....	4.20	5.10
8x ¼ ins. (cartons 250 each).....	3.00	3.60
10x ¼ ins. (cartons 250 each).....	3.30	3.90
11x1¼ ins. (cartons 100 each).....	2.00	2.40
Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.		
Catalog on request.		
"We ship same day."		
YOHO & HOOKER, YOUNGSTOWN 2, O.		

FINEST BLANK OR PRINTED wood labels.
BENJ. CHASE CO., VI. Sta., DERRY, N. H.
Small Ads Do Great Things in the American Nurseryman Classified Section.

LANDSCAPING MATERIAL

LANDSCAPING ROCK
Native, natural rock, more or less in sheets, beautifully colored. For patios, flagstones, fireplaces, walls, walks, borders, etc. Most any size or amount. Write for prices, information and sample. (If large sample is wanted, please send postage.)
DAVID A. LAWYER, PLAINS, MONT.

PEAT MOSS

"BRODLEAF" Best Holland PEAT MOSS, Gardner No. 110 and New Gowers No. 120 Growers Jumbo No. 170. Two Bales Equal 3. HALF MOON CO., Box 27A, Plainfield, N. J.

PLANT TIES

"QWIK-TIES," NEW, IMPROVED PLASTIC PLANT TIES
Guaranteed fade-proof.
Small, strong, almost invisible. Economical and easy to use. Packed in bundles of 250 ties for convenient use.

Size	Per carton of 10,000	Av. weight per carton
4-in.	\$10.00	5 lbs.
8-in.	18.00	10 lbs.
12-in.	27.00	14 lbs.

McHUTCHISON & CO. Ridgefield, N. J.
695-N Grand Ave.

9,500 Active Nurserymen are in need of stock.
List your offerings in the American Nurseryman Classified Section.

PLASTIC FILM**POLYETHYLENE FILM**

1 1/2 mil., black, in 1000-ft. rolls, 3 ft. wide, \$17.34; 4 ft. wide, \$22.95.
2 mil., natural, in 200-ft. rolls, 4 ft. 2 ins. wide, \$6.80; 8 ft. 4 ins. wide, \$12.75; 12 ft. wide, \$18.36.

4 mil., natural, in 100-ft. rolls, 3 ft. wide, \$5.10; 4 ft. wide, \$6.30; 6 ft. wide, \$9.52; 8 ft. wide, \$12.24; 10 ft. wide, \$15.30; 12 ft. wide, \$18.36; 14 ft. wide, \$21.42; 16 ft. wide, \$24.48; 20 ft. wide, \$30.60; 24 ft. wide, \$36.72; 28 ft. wide, \$42.84; 32 ft. wide, \$48.96; 40 ft. wide, \$61.20.

6 mil. available in widths up to 40 ft.
15 per cent discount on orders over \$24.00.
25 per cent discount on orders over \$60.00.
40 per cent discount on orders over \$25,000 sq. ft.

We pay freight if check is with order.
ROUGH BROS.
4229 Spring Grove Ave. Cincinnati 23, O.

POLYETHYLENE FILM

Natural transparent, made from Du Pont Alathon, the amazing film for greenhouses.

.004 mil., all rolls 100 ft. long.
3 ft. wide by 100 ft. long, \$6.00 per roll
4 ft. wide by 100 ft. long, \$8.00 per roll
6 ft. wide by 100 ft. long, \$12.00 per roll
8 ft. wide by 100 ft. long, \$16.00 per roll
Other sizes available up to 20 ft. wide.
Send \$1.00 for liberal sample.

3 ft. x 10 ft., postpaid.
Special deal for greenhouse construction.
5 rolls to 9 rolls, 25 per cent discount.
10 rolls or more, 33 1/2 per cent discount.
"We ship same day."
YOH & HOOKER
520 Williamson Ave. Youngstown 1, O.

POLYETHYLENE FILM**SAVE MONEY AT THESE LOW PRICES**

.0015 mil., black, 3 ft. x 1000 ft. \$11.58
.002 mil., clear, 4 ft. 2 ins. x 200 ft. 4.30
.004 mil., clear, 6 ft. x 100 ft. 6.18
.004 mil., clear, 16 ft. x 100 ft. 16.48
.006 mil., clear, 12 ft. x 100 ft. 18.54

Many other widths available in clear or black.
Save up to one-third. WHY PAY MORE?
Write for complete list of sizes and prices per roll.

SUPERIOR IMPORTERS
1421 W. Chicago Ave. Chicago 22, Ill.

DUPONT'S WEATHERABLE MYLAR
5 mil., NEW TYPE W-1
(One side exposure.)

42 ins. wide x 100 ft. long roll. \$52.50
48 ins. wide x 100 ft. long roll. 60.00
51 ins. wide x 100 ft. long roll. 63.75
1000-ft. rolls, same widths, 12 1/2¢ per sq. ft.

FREIGHT PREPAID, CASH WITH ORDER.
5 mil., TYPE W-2 (two side exposure) also available. Write for prices and information.

ROUGH BROS., INC.
4229 Spring Grove Ave. Cincinnati 23, O.

VIKING CLOTH—Plastic Sealed Burlap.
Let in light. Keep out Water, Wind.

In 50-yard rolls 5 ft. wide, \$38.00.
Polyethylene, Clear, Black, Rolls, Sta.
HALF MOON CO., Box 27A, Plainfield, N. J.

PLASTIC POTS**NEW LOW PRICES**

WILSON HIGH IMPACT
POLYSTYRENE PLASTIC POTS
Attractive, mottled green colors in utility grade, sold in original cartons only. All prices F.O.B. Dayton, O.

	Per 1000	Wt.
2 -in., round, 1000 case	\$ 10.75	13 lbs.
2 1/4 -in., round, 1200 case	11.75	18 lbs.
2 1/2 -in., round, 1000 case	14.50	22 lbs.
3 -in., round, 1000 case	18.25	36 lbs.
4 -in., round, 500 case	32.00	30 lbs.
5 -in., round, 300 case	63.00	38 lbs.
6 -in., round, 120 case	110.00	34 lbs.
7 -in., round, 72 case	170.00	30 lbs.
4 -in., round tub, 500 case	32.00	33 lbs.
6 -in., round tub, 120 case	100.00	25 lbs.
2 1/4 -in., square, 1000 case	11.75	17 lbs.
2 1/2 -in., square, 1000 case	14.75	22 lbs.
3 -in., square, 1000 case	18.25	35 lbs.
4 -in., square, 500 case	33.00	33 lbs.
No. 10 Plants Can, 150 cases, 120.00	45 lbs.	

Also available in decorator colors. Write for quote on colors. Send fifty cents (50¢) for complete set of samples postpaid.

DAYTON NURSERY & GARDEN SALES
P. O. Box 763 Dayton 1, O.
Phone Baldwin 3-R277

PRINTING

Letterheads, 8 1/2 x 11 ins., envelopes, 6 1/2 x 3 1/2, 250 of each, \$6.50 postpaid to zone 3.
H. Grebe, 306 Union St., Rovers'ord, Pa.

REED MATS

GUARD 'N SHADE
DUTCH-MADE REED MATS
Carefully woven with a generous amount of reed. Durable and easy to handle. Ideal for coldframe protection in spring and fall.
AVAILABLE IN 3 SIZES. F.O.B. ATLANTIC AND GREAT LAKES PORTS. 6x6-FT. SIZES AVAILABLE FOR IMMEDIATE SHIPMENT. WRITE FOR PRICES.
McHUTCHISON & CO.
695-N Grand Ave. Ridgefield, N. J.

SPHAGNUM MOSS**WISCONSIN'S FINEST SPHAGNUM**

1960 crop, long, clean, heavy fibered, standard 12x14x43-in. bales, solid pack, burlap.
1 to 10, \$1.80; 11 to 50, \$1.75; 51 to 100, \$1.70. F.O.B. Warrens, Wis.

Finest quality milled sphagnum, the ideal material for seed germination. 2 1/2-bu. bales, 1 to 5, \$2.00; 6 to 10, \$1.90; 11 or more, \$1.75 per bag. F.O.B. Warrens, Wis.

Satisfaction guaranteed. Prompt shipping via rail, express or truck. Contact us for special prices on quantity shipments via truck or rail on burlap or wire bales and milled sphagnum in 2 1/2, 5 or 9 bu. bags. Prices subject to change.

WARRENS MOSS CO.
Box L Warrens, Wis.
PHONE TOMAH 625

Fresh, clean sphagnum moss, write, or phone City Point 133 for our low prices on wire-bound bales in truckloads or carlots.
Tony Jaromin, City Point, Wis.

Quick — Convenient — Cheap!
Selling through the Classified Ads of the American Nurseryman.

STAKES**CYPRESS PLANT STAKES**

50 pieces to bundle.
1x1-in.—3 ft., pointed \$3.00 per bundle
1x1-in.—4 ft., pointed 3.50 per bundle
1x1-in.—5 ft., pointed 4.50 per bundle
1x1-in.—6 ft., pointed 5.50 per bundle
1x1-in.—7 ft., pointed 7.00 per bundle
These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

WE SHIP SAME DAY!
YOH & HOOKER
Youngstown, O.

STAKES, GALVANIZED HARD STEEL
GALVANIZED tree-guying WIRE.
HOSE for guy-wire PADDING.

Prices and samples sent on request.
SCHUPP SUPPLY CO., WILMETTE, ILL.

Plant Stakes, see large ad under Cane Stakes. McHutchison & Co., Ridgefield, N. J.

ACCOUNTING-ARROWHEAD

[Continued from page 75]

methods are the straight line method and two reducing charge methods. Straight line depreciation involves the same percentage over a period of time, such as 20 per cent per year for five years. The reducing charge methods have increased in popularity since the income tax law was changed in 1954. These methods are usually better from a tax standpoint since they make it possible to postpone tax payment. Even besides the tax benefit, they have the solid recommendation of being sensible.

The justification for the reducing charge methods usually rests upon:

1. The exceptional income-producing capacity of assets during the early years of their life.

2. The desire to offset higher maintenance expense in later years by higher depreciation expense in early years.

3. The great loss of market or resale value during the early years.

The two common such methods are the fixed-percentage-of-diminishing-value method, referred to as "declining balance" in the tax law, and

the sum-of-life-periods method, or, in the tax law, "sum of the years' digits." The following example shows the differences among these two and the straight line method:

Assume a \$1,000 asset is to be depreciated over five years.

Year	Depreciation
1	20% of \$1,000 \$200
2	20% of 1,000 200
3	20% of 1,000 200
4	20% of 1,000 200
5	20% of 1,000 200

Year	Depreciation
1	*40% of \$1,000 \$400
2	40% of 600 240
3	40% of 360 144
4	40% of 216 86
5	40% of 130 52

*The tax law states that the percentage used in the declining balance method must be twice that used in the straight line method.

Year	Depreciation
1	5/15 of \$1,000 \$333
2	4/15 of 1,000 267
3	3/15 of 1,000 200
4	2/15 of 1,000 133
5	1/15 of 1,000 67

On his final day of lectures, Dr. Carson examined financial statement analysis. He noted that the core of any type of analysis is com-

parison. The comparison can be between (1) current and past statements for the business, (2) statements of others (composite figures for the industry, for example) and those of the particular business or (3) predetermined budgets, forecasts, standards and the actual results.

Significant relationships between amounts shown in the balance sheet or the income statement and between items in the two statements, can be shown by horizontal or vertical analysis. Horizontal analysis is a comparison of amounts for the same item in the statements of two or more periods. Vertical analysis is a comparison of amounts expressed as percentages of the total.

One means of extracting information from financial statements is to calculate various ratios, percentages, and "turnovers" using certain amounts in the statements. A great variety of such calculations can be made, with a varying degree of pertinence depending upon the type of operation.

Two ratios widely used to assess the soundness of financial structure are the current ratio and the acid test ratio. The first of these is the

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Display: **\$4.50** per inch, each insertion.

Liners: **40¢** line; minimum order **\$4.00**.

HELP WANTED

LANDSCAPE SUPERVISOR for Delaware nursery specializing in high-quality landscape work, mostly carriage trade. Applicant must take responsibility for execution of all landscape work (including hiring and firing connected with running four trucks and maintenance of four trucks and other related equipment); also prepare bids for some project work. Designing by others. Applicant must be between 35 and 50 years old, interested in permanent association and must have horticultural background in commercial landscape field including: Good knowledge of cultural requirements of ornamental plants, ability to move large trees and experience with execution of large-bid projects. An unusual opportunity in a young growing business in a high-income community. Attractive salary, paid vacation. A. A. N. insurance and home in rural setting. Apply Box 2708, Wilmington 5, Del.

HELP WANTED

LANDSCAPE ARCHITECT

With sales ability. Must be willing to do some soliciting both residential and commercial; capable to draw good plans and have knowledge of plant material. Good salary and bonus, vacation and insurance benefits. Send full resume and photo in first letter. Permanent. Write Box 780, care of American Nurseryman.

HELP WANTED

FOREMAN

Experienced working foreman for landscape contracting firm in Westchester county, N. Y. Thorough knowledge of business with some large job experience necessary. Must have ability to handle men, run equipment and meet production schedules. Excellent permanent job and salary with paid vacations for qualified man. Please write giving complete details to Box 779, care of American Nurseryman.

HELP WANTED

SALESMAN

Experienced man in the landscape nursery field. Must have background in designing, preparing estimates and selling to builders, architects, contractors and to larger individual homeowners. One of the oldest and finest firms in the Baltimore area. Send references to Box 778, care of American Nurseryman.

HELP WANTED

NURSERY FOREMAN

Capable of maintaining and operating nursery. Must know plant material, spraying, balling and pruning. Housing available, good salary, vacation and insurance benefits. Permanent. Send picture, past experience and reference in first letter. Write Box 781, care of American Nurseryman.

HELP WANTED

MANAGER

\$10,000 bracket, thoroughly experienced, 35 to 50 years old, self-starter, enthusiastic salesman. Retail nursery. ROSEDALE'S NURSERIES, INC.
400 W. Huntington Dr.
Monrovia, Calif.

HELP WANTED

We need a general nursery superintendent, must have experience in production and thorough knowledge of plants. Salary open. We will furnish a real nice home above salary. No one but the very highest type of man need to apply. Send references along with small photo, salary expected and when available. We are one of the south's finest nurseries; we have good schools and churches with all white population. Send all letters to:

ARAB NURSERY CO., INC.
P. O. Box 506 Arab, Ala.

FOR SALE

25-acre nursery in heart of Ozarks. Nursery packing and storage buildings, 8-room modern home, propagation greenhouse and other buildings, deep well with pressure system. Located between Rogers and Bentonville, Ark. Total price without stock \$17,000. Stock at inventory if desired. More land with or without nursery stock available. Contact:

WENDELL ROLLER
R. 2, Rogers, Ark.
Phone: ME 6-4790

FOR SALE

One of the oldest nurseries in the mid-west, the Fairbury Nurseries, started in 1898. Brick and sheet-iron building with 7000 sq. ft. of basement and railroad siding to door. Good stock of fruit and shrubbery; large stock of evergreens in small to medium sizes. Must be sold because of age of manager. Priced worth the money.

Roy Hurlburt
FAIRBURY NURSERIES
Fairbury, Neb.

WANTED

REPRESENTATIVES CALLING ON LAWN AND GARDEN SUPPLY—DEPARTMENT STORES—GIFT SHOPS

New, exclusive, colorful Hydrocol Planters for indoor and outdoor use. Manufactured by A-1 rated firm. Write attention of:
P. Cardalena, PLASTICRISTE
1855 Dixwell Ave., Hamden, Conn.

HELP WANTED

SALESMEN

Experienced men in the landscape nursery field. Must have background in designing, preparing estimates and selling to builders, architects, contractors and to larger individual homeowners. One of the oldest and finest firms in the Philadelphia area. Send references to Box 765, care of American Nurseryman.

SITUATION WANTED

LANDSCAPE FOREMAN

Single, white, landscape certificates, designer, sales, maintenance, all phases of construction, 25 years' experience. California and middle west backgrounds. Desires temperate climate.
J. F. VANDENBOOM
1307 1st Ave., S. Escanaba, Mich.

FOR SALE—Well located, 7-acre retail and wholesale nursery. Located on state road No. 52. Has bath house and modern home. Terms to suit you. Owner retiring. DON CARPENTER, Realtor, R.R. No. 4, Rushville, Ind.

ratio of current assets to current liabilities, indicating the ability of a business to cover its imminent obligations. The acid test ratio, actually a refinement of the current ratio, is the proportion of liquid assets, such as cash and accounts receivable, to immediate obligations.

The profitability of a firm is indicated by the ratio of net profit to net sales and of net profit to owner's equity. Business activity can be measured by the merchandise turnover (cost of all goods sold during the year divided by average inventory) and the accounts receivable turnover (the year's total sales on account divided by average accounts receivable).

Dr. Carson emphasized that there is no one figure that is "right" for any of these ratios or measures. It depends upon the type of business involved. They are valuable only as guideposts or as indicators of positive or negative changes in business condition.

WHOLESALE REPORTS

[Continued from page 67]

through the fall, as many people know that they should not wait until spring. Our bookings for spring are about the same as usual. But it is my opinion that the landscape men will have to contact customers and impress on them the importance of early planting. Most merchants are looking for good business the latter part of November and early December.

"Our stock has made an early growth this season, due to sufficient rain, and we are not short too many items so far."

Texas Level Retained

"Sales for the first two months of our fiscal year, starting September 1, were equal to last year's," writes Steve Verhalen, Verhalen Nursery Co., Scottsville, Tex. He continues, "Business seems at a standstill because we could be doing more with the equipment and time available. However, since our sales are up to last year's we have no real complaint."

"Retailers at Shreveport, La., report their business, because of the better weather conditions this year, is running ahead of last season's."

"We do much more business every spring than we do, or could expect to do, in the fall. Again, our sales

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-0404
1080 Magnolia Ave. Elizabeth, N. J.

are more for local than distant shipments.

"Sharp price-cutting by one of the large Texas growers has hurt us tremendously on some items, and until the retail salesyards have cleared the stock which they put in, we will experience a slowness on those items."

Texas Sales Head for Record

H. R. Mills, sales manager, Carl Shamburger Nursery, Tyler, Tex., sees this fall exceeding last year's record, writing:

"We have had a successful year so far, being sold out of many varieties and low on others. We usually ship most of our plants by early spring, since we ship only bare root and do not root wrap or process.

"Our business has held up well, considering all the gloom and recession talk. However, collections are somewhat slower, but losses have been small compared to volume. We had a good season last year, and expect this one to be even better."

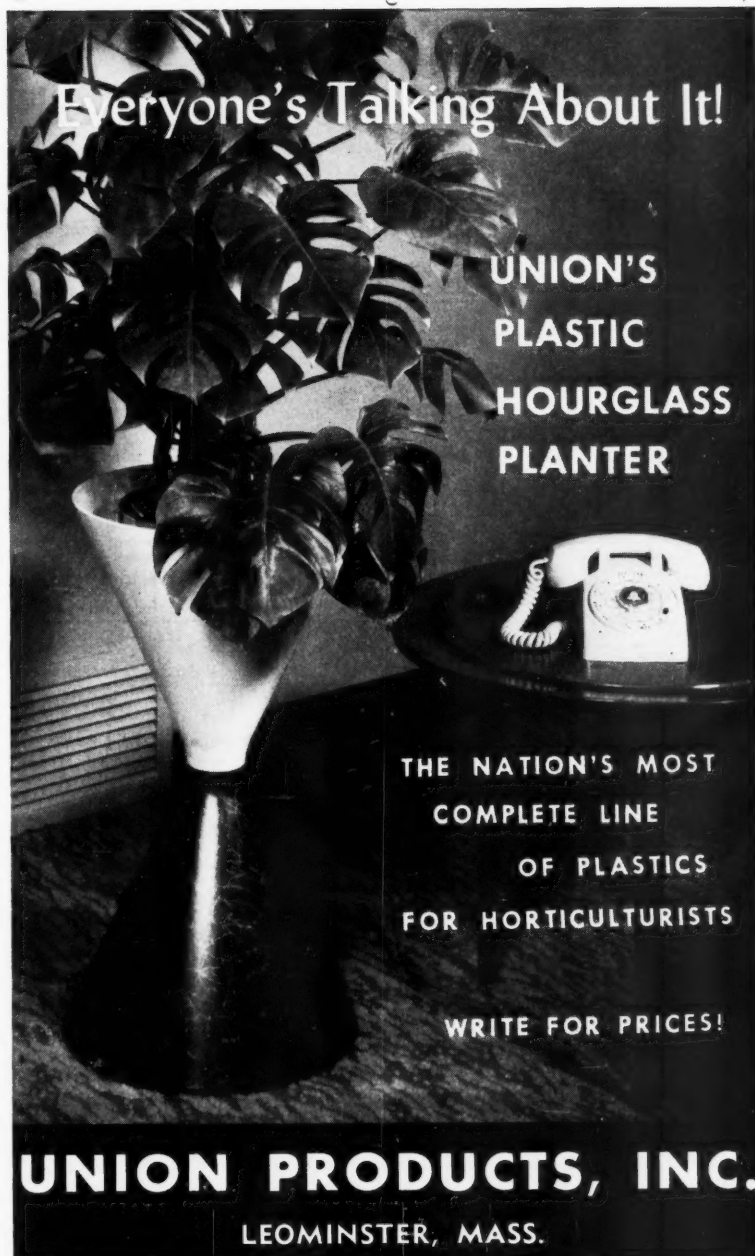
California Shortages

Popular items are dwindling in supply in a good fall trade, according to Willis Stribling, Stribling's Nurseries, Inc., Merced, Calif. Other trends are told as follows:

"Autumn business is in full swing and is increasing with the sale of ornamentals, including both field-grown and container-grown plants. Already we find some shortages in the more popular plants for fall and the holiday season. We have been pleasantly surprised at the brisk movement of field-grown B&B ornamentals. Machine balling and the finished specimen appearance of field-grown stock have greatly increased the demand for this quality. Retail nurseries and garden centers are stocking heavier on 5-gallon and B&B plants this fall.

"Advance sales of flowering and shade trees show an increase, and there will be some shortage of these items later this season and for the spring rush. I should urge retailers to cover their requirements on the popular items that they feature and move in the largest volume.

"Bare-root fruit trees and flowering trees seem to be in modest supply, with normal booking of orders. The packaging of fruit and flowering trees is increasing, and it appears that the attractive machine-packaged trees will greatly increase the movement of this stock. Many nurseries which had not formerly handled packaged trees are now adding them to their stock; a few garden centers are changing over completely, and others are stocking a few varieties to



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PLASTIC
HOURLASS
PLANTER**

**THE NATION'S MOST
COMPLETE LINE
OF PLASTICS
FOR HORTICULTURISTS**

WRITE FOR PRICES!

UNION PRODUCTS, INC.

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INCREASE SALES 100%

Don't Keep Your Customers Waiting for information about your stock. These self-selling plastic labels give all the information your customer wants — creating additional sales while you are busy.

We have the largest selection of horticultural subjects on plastic labels anywhere. Available in two types: (1) Over 800 varieties illustrated in full color; (2) over 600 fully descriptive labels with large, readable type.

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Phone OXford 9-0711

No. 3 Container-Marker (picture and holder). Holder is 27 inches high. Prongs at bottom prevent turning in the wind. Use for salesyard display.



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(as low as \$1.80 per 1,000 in lots of 20,000)

NOW . . .
available
in
COLOR!

Pure White
Spring Green
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(Sizes 3", 4",
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Better than old-fashioned wooden markers —
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- Permanent, attractive, lightweight, reusable, economical
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- Made by the makers of famous LIFETIME MARKERS — your guarantee of quality

THRIFTEE Markers are a real boon to florists, nurserymen and growers . . . wherever durable, attractive plant markers are required in quantity at a minimum price!

QUANTITY PRICES PER 1,000				
Bulk Packed	3" x 7/16"	4" x 5/8"	5" x 5/8"	6" x 5/8"
1,000	\$2.50	\$3.90	\$4.80	\$5.40
5,000	2.20	3.60	4.50	5.10
10,000	2.00	3.30	4.15	4.80
20,000	1.80	3.00	3.80	4.25

All prices F.O.B., Milford, Michigan. Shipping charges prepaid if check accompanies order. Markers may be assorted to earn quantity prices.

Be sure to specify color desired — otherwise, all orders will be filled with Spring Green markers. Write for Thriftee prices on larger quantities.

SAMPLE ORDER (125 assorted markers) \$1.00 prepaid

There's a style and size to suit your needs! **WRITE FOR FREE LITERATURE** on our complete line of plastic plant markers and our unique, new JIFFY PRINTER for printing markers, quickly and economically.

LIFETIME MARKERS Dept. 7A P.O. Box #158, Milford, Michigan
Far West: 1864 S. 120th St., Seattle 88, Wash.



NEW How-To-Plant Booklet

An eye-catching, simplified do-it-yourself planting handbook. Contains professionally drawn illustrations and accompanying text describing the correct way to plant and prune evergreens, shrubs, shade trees and rosebushes. Ideal for sale to homeowners by nurserymen and garden center operators.

Send for Sample and Prices

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STRESEN-REUTER

Copper Naphthenate Concentrate

for GREENHOUSES and NURSERIES

An Economical MILDEW and DRY ROT
Preventive for WOOD, BURLAP, ROPE

5-gal. cans
30-gal. drums
55-gal. drums

For prices and complete information, write:

FRED'K A. STRESEN-REUTER, INC.

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WE SPECIALIZE IN NURSERY PRICE LISTS

Our plant is geared to fast, dependable service on quality nursery price lists. You are furnished paper samples and proofs. Send your price list today for quotation.

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Murfreesboro, Tenn.

Associate Member A. A. N. — We Specialize in Nursery Price Lists

compare the customer acceptance of this new merchandising idea."

California Changes Noted

"With Monrovia Nursery Co., autumn business has been increasing each year," notes Howard Past, president. Other comments follow: "This year's increase was not sizable as in the previous five years, although it was very satisfactory. We estimate that we sell approximately 40 per cent of our stock in the autumn season.

"We are watching with great interest the discount houses and chain stores that are selling nursery stock at reduced prices. At the present time they are welcome by the wholesalers, as they use a large quantity of plants for promotional purposes. There could be quite a change in the retailing of our products in the coming years.

"We believe that it will be essential to have a well-trained, aggressive sales force and a progressive promotional department to cope with the ever-increased competition in our industry. Those who fail to progress in these two fields may find themselves in difficulty. We are looking forward to this challenge and believe that over a period of time the industry will, in general, benefit."

An improved fourth quarter boosted 1960 sales above the 1959 record and a 10 to 15 per cent gain is foreseen in 1961, declares Eugene Corey, wholesale sales manager, Armstrong Nurseries, Inc., Ontario, Calif., in the following comments:

"Despite the fact that the over-all economic picture at the present time is one of cautious anticipation, marked by a somewhat improved fourth quarter, our 1960 wholesale sales are up substantially over those of a year ago.

"In addition, all indications point to a 10 to 15 per cent increase in sales of wholesale nursery stock in 1961, particularly in the area of roses and deciduous fruit trees.

"It appears to us that the average consumer of nursery stock has reached the same quality and new-product level of consciousness that the automobile and furniture customer attained long ago. This increasing demand for quality and new varieties has resulted, I believe, in an agonizing reappraisal on the part of the retail dealer, who is becoming more and more convinced that the only way he can establish and maintain an all-season customer relationship is to carry a complete quality line of nursery stock.

"I don't believe that anyone spends his last dollar on nursery stock. The average consumer who enters a retail

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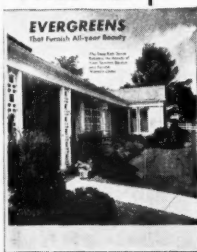
Write for
Quantity
Discounts
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Price List

4 Popular Folders

Each folder 10 3/4 x 35 in.,
open, printed in full color.

1. SHRUBS,
2. EVERGREENS,
3. SHADE TREES,
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Each **25¢**



4 Wall Hangers

Each 25 x 38 in.,
printed in full color.
Metal binding top
and bottom, very
substantial.

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2. EVERGREENS,
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CORRECT PLANTING Methods

32-page pocket size book containing
very complete information for all kinds
of plants, well illustrated, helpful in
preventing claims for dead stock.

Sample
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Cash with Order, Please.

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Special Shade Fence — 58 to 60 per cent Shade
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PHILIP HARTIGAN, Road Equipment and Supplies

P. O. Box 283

HONESDALE, PA.

nursery wants quality, and he is prepared to pay for it. Mediocre stock may make him happy at the time the order is written, but when the lack of quality becomes apparent, the retailer will find he has lost a customer—for good.

"The strongest recommendation I should offer any nursery retailer is to think in terms of customers and not just sales. A retailer who is in business to stay wants all of the business a customer has to offer; he cannot long exist on just the customer's 'price' business. Every time the retailer takes the 'price' road, he is taking dollars out of his own pocket, no one else's.

"The general wholesale business here in southern California is and has been all during the season strong and quality conscious. There is no doubt, from the facts and figures that we have prepared here, that the

average retailer in this part of the country anticipates a vigorous sales year in 1961."

Cites Need for Change

The importance of re-evaluating merchandising programs and stepping up sales efforts are stressed by Walter C. Borchers, W. B. Clarke & Co., San Jose, Calif., in his fall report, as follows:

"In a previous letter we outlined the modernization program which we have been undergoing in our production methods. This program has now progressed to a point where we are shipping stock out of this new material. Our customers have been extremely pleased with the stock they received.

"Autumn, here in California, is not a distinct season, but rather the start of our winter season, which is one of the main selling sea-

sons, especially for bare-root stock, and which quickly merges into the spring selling season, which lasts until midsummer. In fact, one of the slogans of the California Association of Nurserymen is "Planting Time Is All the Time in California," and this is becoming more and more a reality as our retail nurserymen realize it and plan to take advantage of this.

"The California Association of Nurserymen, through its market development and publicity committee, has recently promoted two statewide selling programs each year, a Can-Can carnival in the late spring, and a Gardeners' Hoe-Down in the fall. We co-operated in these by making a special offer of container stock available to nurserymen in the state for each of the events. The recently completed Gardeners' Hoe-Down was successful so far as we were concerned, but it is our feeling that not

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SAVE

20%

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SEE YOUR CLAREMONT
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—or write

CLAREMONT FLOCK CORP.

Midwest Warehouse and Office
1440 N. HALSTED ST., CHICAGO, ILL.Plant and Executive Offices
CLAREMONT, NEW HAMPSHIRE

enough retail nurserymen took advantage of this promotion to increase the sales.

"We have heard and read much about the recession which we are supposed to be experiencing at this time, and actually there has been some slowing down of certain phases of our economy here in the west, especially in building, but this slowing down has had little apparent effect on the retail nursery business, so far.

"The demand for our nursery stock, as indicated by our recent sales and orders on file, seems to be holding up well, and we do not believe that the nursery industry generally has felt a serious check in its operations, except possibly for a few limited areas.

"The retail nursery firms in California continue to be greatly interested in and, in some areas, concerned over the competition of discount houses and merchandising outlets. It is our belief, substantiated by the efforts of the C. A. N., that many retail nurseries will have to re-evaluate their selling operations and pay more attention to the modern merchandising programs being offered, and continue to offer the discriminating customer the type of service and information which will make for the largest number of repeat sales, increase of business and profits."

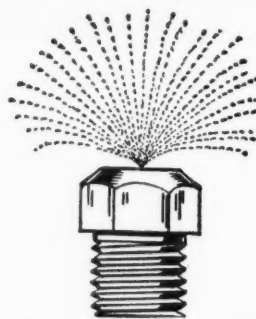
Oregon Conditions "Satisfactory"

Satisfactory conditions at Portland, Ore., are cited in the comments on fall trade made by Avery H. Steinmetz, Portland Wholesale Nursery Co.:

"Conditions during September and October have been normal, except that finances have been a problem. Retailers and wholesalers alike have had difficulty getting their accounts receivable down where they should be, and this shortage of working capital has made many of us think that business has been slow. Statistics, however, with us and, we suspect, with most other nurserymen in the area, show that sales are satisfactory.

"Evergreen stock in containers moved freely in September, and B&B material sold readily during October. The quality of the stock has, we think, been the best that has been available for several years. Digging of deciduous stock was delayed from one to two weeks because of mild weather, but good rains in late October provided the needed moisture, and cool weather and frost in November put climatic conditions back to normal.

"Money is now circulating more freely. Sales for spring shipment have improved, and in general there is



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5 nozzles	\$ 5.50
12 nozzles	12.00
100 nozzles	85.00
Tork 24-hour on/off clock ...	11.95
Tork cycling clock, 1-minute or 30-second adjustment ..	29.95
Solenoid valve, 3/8-in., full ported	23.00

Also strainers, larger valves and other types of nozzles. Booklet upon request, showing many uses for fog in nursery operations.

Postage prepaid—check with order, please.

Satisfaction Guaranteed

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PEAT MOSS

PURE
SPHAGNUM
98% ORGANIC

From the great Fafard Bogs in Canada.

Handsomely Packaged with Polyethylene Coating.

1 peck bags to 7 cu. ft. bales. Also German peat moss in 7.5 cu. ft. bales.

PEAT HUMUS

Priced to produce traffic. Plastic-lined bags 2 1/2 lb. to 100 lb. as well as in bulk.

CONRAD FAFARD, INC.

P.O. Box 774, L0cust 7-3316
Springfield, Mass.

now a feeling that 1961 will be a good year. Growers in the Portland area have adopted fumigation programs keeping them abreast of the best nursery practices. The labor situation, up until now at least, does not seem to offer any greater problem than usual. Overhead seems to increase slightly each season, which has its effect on the margin of profit."

ILLINOIS DIRECTORS MEET, PLAN CONVENTION

An announcement that 36,000 acres of land near Sheldon, Ill., was to be treated for Japanese beetle on November 9 was made by Herbert Seifert, horticultural inspection supervisor, Glen Ellyn, Ill., to the directors of the Illinois State Nurserymen's Association at their monthly meeting held November 9 at the Hotel La Salle, Chicago. He stated that six airplanes were to be used and, if good weather conditions prevailed, 7,000 acres a day could be treated. A band three to four miles in width around the infested area is being treated, and next spring it is hoped to treat within the area.

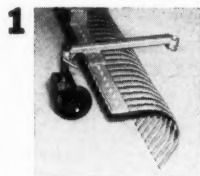
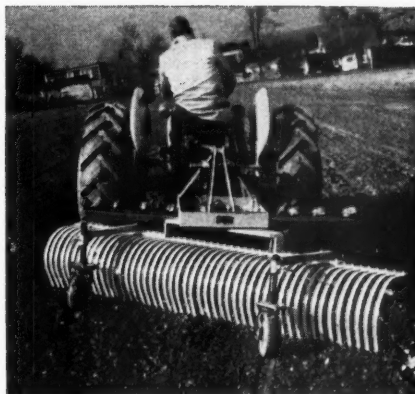
The question of participation by the association in the world flower and garden show next spring was undertaken. It was pointed out that the general membership had to vote on the matter at the annual convention. It was thought by then it would be too late for participation in the show but that it should be decided if the association would exhibit at the 1962 event.

Final plans were made for the annual convention to be held in the Hotel La Salle, January 16 to 18. A talk on highway landscaping and one on world problems are to be featured. Since the American Association of Nurserymen is holding its directors' meeting at Chicago in January, various A. A. N. officers and staff members will be scheduled on the program to deliver reports. It was decided that the ladies would have a luncheon at the Kungsholm restaurant and see the puppet operatic show.

Presiding at the directors' meeting was President Henry Lohse, Dixon, and directors present were Leslie Bork, Onarga; Al Kari, Northbrook, and Philip W. Worth, Kankakee. Edward P. Eickhof, Bensenville, was absent because of illness, and J. C. Fiore, Prairie View, was detained due to business matters. In attendance was Fred H. Kilner, managing editor, American Nurseryman.

OPENING a new nursery is Gus Fricano, Grand Haven, Mich.

5 REASONS WHY this NEW MODEL RE YORK RAKE grades and landscapes better, easier, faster



NEW
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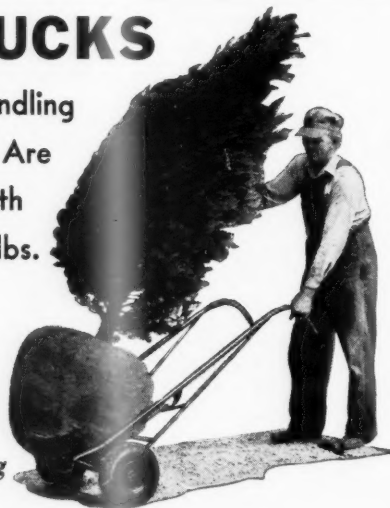


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BOOK REVIEWS

RHODODENDRON PRIMER

While the jacket flap terms it a basic primer, "Getting Started with Rhododendrons and Azaleas," by Dr. J. Harold Clarke, just published by Doubleday & Co., at \$4.95, is considerably more than that. It is particularly designed for beginners who may wish to grow rhododendrons or azaleas in different sections of the United States. From his many years of experience with these plants, Dr. Clarke gives advice on the various problems of culture which will confront a beginner and on the selection of species and varieties. The author did state university work in horticulture for many years, at Rutgers University as a research specialist and professor of pomology. Moving to Washington state to manage a cranberry farm and nursery, he now operates, with his son, his own nursery in Washington, while writing and lecturing.

The opening chapters provide information on the geographical and botanical sources of rhododendrons and azaleas, their differences from other plants, their garden use, the effect of climate and soil requirements. Then the actual methods of culture, propagation, pest control, fertilization and the like are covered in part 2, while the concluding section discusses species and varieties for garden use, followed by lists for different places and purposes.

This is a very useful volume for beginners and for others, particularly if they find earlier published works too advanced. Four small illustrations in color face the title page, and numerous photographs are reproduced in black and white.

BOWERS ON RHODODENDRONS

Considered the standard reference work on the genus in this country upon publication of the first edition in 1936, "Rhododendrons and Azaleas," by Clement G. Bowers, has been extensively revised and just published in its second edition by the Macmillan Co., at \$25. Those familiar with the first edition will find the format and style of the earlier edition retained, though parts of the book have been completely rewritten to present new information on propagation, nutrition and physiology, as well as improved and expanded lists of clones to include the many new varieties of the past quarter century.

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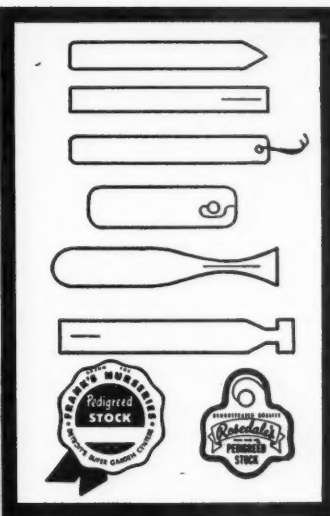
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From the first edition have been retained 26 color plates and 83 other illustrations, while there have been added two new color plates illustrating 15 species and 10 hybrids not previously shown. Additions have also been made to the bibliography, while a finding list is included, as well as a translation of a recent German systematic arrangement of the genus hitherto unavailable in English.

The first half of the book has to do with the living plant, introducing the genus, discussing its value in the garden and in the wild and, in successive chapters, covering its culture—site and shelter, soil and nutrition, planting and maintenance, hardiness, propagation, pests and hybridizing. The latter half of the book is concerned with descriptions of the natural species and of the cultivars, with lists for special areas and purposes, keys, data on types of inflorescence and flower form outlines.

While this large volume of nearly 550 pages, 6½x9 inches, is so inclusive as to provide a reference work for specialists in rhododendrons and azaleas, it is written in an interesting and easily understandable language for the nurseryman and gardener as well.

Dr. Bowers is widely known not only for his plant breeding and research in the field of rhododendrons, but also as a college lecturer and instructor, recently having been honored by the Men's Garden Clubs of America with their annual gold medal award.

"IRIS FOR EVERY GARDEN"

The iris guide for American gardeners by Sydney B. Mitchell first published in 1949 has been revised after two early reprintings, by Mrs. John M. Price, an admirer of Dr.

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Mitchell and herself an iris grower and writer on horticultural topics. Just published by M. Barrows & Co., at \$4.95, this will be welcomed by the increasing number of amateurs growing irises. Written in Dr. Mitchell's easy fashion, "Iris for Every Garden" is not a complete and scientific manual, but an interesting discussion of the aspects of his favorite flower, of which he had for many years the largest amateur collection on this continent and which he grew for 50 years, breeding new varieties for a good part of that period.

Opening with a chapter on irises for American gardens, with a discussion of culture, climate and conditions in various parts of the country, the book then embarks on a world tour by covering the species of iris from other continents. Then successive chapters are concerned with irises from bulbs, crested irises, beardless irises of America and those from the Old World. Following is a chapter devoted to the history of bearded irises, one on their culture, propagation and diseases and one on breeding and raising from seeds. Then he tells what makes a choice variety and concludes with a chapter on oncocyclus and regalias, with an appendix of a few pages of pertinent information and an 8-page index.

The illustrations include, in color, *Iris ochroleuca* in the frontispiece and a folio of eight pages, mostly of the latest bearded varieties. Line illustrations of the various types and their planting or propagation are helpful.

GARDENER'S DIRECTORY

Many gardeners and commercial men, as well as every library and gardeners' headquarters, will wish to have a copy of "The Gardener's Directory," compiled by J. W. Stephenson and just published by Doubleday & Co., at \$3.95. This reference volume of 454 pages contains the names and addresses of horticultural organizations in the United States—national, regional, state and local, as well as trade. Places of horticultural interest are listed—botanical gardens, arboretums, garden centers and other travelers' objectives. A calendar of horticultural events, sources of horticultural information, sources of plants and seeds, registration authorities and names of pertinent books and periodicals are included. Foreign places of horticultural interest are listed in the closing 120 pages of the book.

The author, a California landscape designer and consultant, has amassed this information over some years. While there are obvious omissions, as

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might be expected in the first such undertaking, it will be a helpful reference work to many persons.

BEGICK WINS AT POLLS

Lester O. Begick, partner with two brothers in the Begick Nursery, Bay City, Mich., survived the local Democratic onslaught and won a Republican seat in the state legislature at Lansing in the past elections. An all-time record vote of 42,859 ballots was cast for the office, and Mr. Begick's tally of 21,664 votes gave a victory margin of 469, of which 200 represented an addition after an official canvass.

Mr. Begick reports that it was a mighty hectic night for him after the voting. About midnight he was trailing by over 3,000 votes, with 28 of the 48 precincts reporting. It was not until the second to last precinct report was in that he finally forged ahead.

The 34-year-old nurseryman had twice before been defeated in the primaries, once by 18 votes, in 1956 and 1958. He based his victory this time in large part on the campaigning efforts of his close personal friends. His brothers, Vernon and Paul, will carry on the business.

ACCOUNTING—SAGAMORE

[Continued from page 11]

and punch a different key. (2) Prevention of one person's having complete control over a series of related transactions. An employee who makes purchases should not write payment checks or receive the merchandise; such a precaution avoids the possibility of an individual's purchasing from friends and being careless in inspecting goods.

(3) Separation of operating personnel from accounting personnel; one person should handle the cash. (4) Use of all available machine proofs or protection; cash registers should be employed, and reference papers should be stored in a vault or safety deposit box.

(5) Provision of independent checks and balances; if one person does his job right, then another will do his correctly. (6) Use of continuous review and audit; a system of internal control should be reviewed regularly.

Turning to accounting statements, Professor Kell first enumerated the items for the asset side of the balance sheet. (1) Current assets: These are assets which one expects to convert into cash in the current year. They would include cash, market securities (temporary investments),

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1 gal.	5.00	6 to case	18.00



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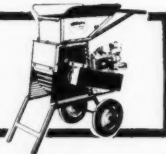


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receivables, inventory and prepayments. Receivables can be listed at the expected cash realizable value. Estimated bad debts can be subtracted, or the actual loss can be picked up later.

(2) Investments: These are resources not being used physically in the business and not expected to be converted into cash in the current year. These are valued at cost.

(3) Fixed assets: These are resources that are being used physically in the business—land, buildings and equipment—and that are not expected to be resold. They are valued at cost less depreciation, which would equal the unexpired cost. Depreciation is not designed to reflect current market value or provide funds for replacement.

(4) Other assets.

Current liabilities are those which are payable in the current year, such as accounts payable, notes payable, accrued expenses payable and accrued taxes payable.

Professor Kell stated that the trial balance is a snapshot of a business at a given time. It reflects unexpired costs, not current value. It gives no consideration for changes in the value of the dollar. It reflects on the asset side only those things which are objectively able to be expressed in money.

An income statement, said Professor Kell, is an operating statement. In using the income statement, net sales can be taken at 100 per cent and a percentage relationship of the expenses can be obtained for purposes of comparison.

Financial Statements

For the afternoon session the 55 attending nurserymen broke up into two groups, each having a discussion leader and a reporter. They discussed how often a nursery should prepare a financial statement. One grower thought such data were needed twice a month, with a sales figure every week. A landscape nurseryman thought a monthly financial statement would be sufficient, while a nurseryman in the contracting business thought a monthly trial balance would be enough, with a financial statement once or twice a year. One of the landscape nurserymen stated he operates on a budget, so he needs a monthly statement.

Most of the nurserymen agreed that it pays to departmentalize and to keep separate income and expense records for each department. Certain expenses have to be allocated. However, the procedure should not be made too complicated. One wholesale grower stated that he maintains separate business records for the

greenhouse department, for lining-out stock production and for finished stock. After keeping these records for a time, he decided to eliminate growing finished stock, because it was a losing proposition.

Another nurseryman stated that he has tried to raise his labor charges for landscape work gradually; each year he has increased the rate 5 cents per hour. By doing this, he stated, he has had no complaints.

Overhead Expenses

In determining the cost of labor, it is necessary for one to include overhead expenses. It was felt that a truer picture of the cost of labor is needed. While it was agreed that anyone in the nursery business who is interested in cost accounting can either go broke or crazy, it was believed that cost finding will help management. It is necessary to analyze various aspects of the products being sold, in order to determine the proper profit margin. On fast-moving items, the profit margin can be less.

It was pointed out that there is a trend to use of the declining-balance of depreciation and away from the straight line method. In a declining balance method, an asset will be 70 per cent depreciated in one-half the useful life of the asset. In the declining balance method, an asset is never fully depreciated, but after a period of time it is traded in or has a scrap value.

In setting up an accounting system, Professor Kell recommended maintaining only accounts that can be worked with. A budget should be based on last year's business, but one should only start with this; it should be expanded. Professor Kell advised the nurserymen not to let state or federal tax agencies dictate the cost accounting procedures. He said to keep the records which state and federal agencies require, but not to make these a guide to management.

In reviewing some of the topics discussed, Professor Kell stated that internal reports should be designed, written and reported so they can be used easily. They should be timely and contain only relevant information.

The role of accounting and budgeting is to put down in figures the management's plan of operation. Flexible budgets are best for control of variable expenses.

In discussing cost finding versus cost accounting, Professor Kell said he does not recommend a complete cost accounting system. It is too costly, time consuming and confusing. But he believes that considerable

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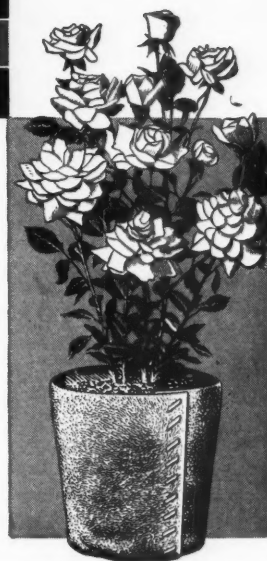
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progress can be made in cost finding. He advised making time studies on jobs to help determine if the selling price is high enough. Direct material expense can be ascertained, as can direct labor. He advised adding some cost estimates on the following under overhead: (1) Truck and equipment, (2) indirect labor, (3) owner's time, (4) general and administrative expense and (5) guarantees. If a company will collect cost sheets on six representative landscape jobs, he declared, it will learn what to put into overhead. He stated that a nursery will find that it is underpricing jobs many times as there are so many items of expense to be included in overhead.

SOUTH DAKOTA INSPECTION

Up to this time the duties of the state nursery inspector in South Dakota have included participation in the federal barberry eradication program, and part of his salary has therefore been paid from federal funds. Since there is some possibility that federal support may be reduced or eliminated, a resolution was passed at the meeting of the South Dakota Nurserymen's Association, at Pierre, August 29, that the state nursery inspector be paid from state funds, in order to assure a continuance of the inspection program in the state. It was also suggested that the title be changed to state quarantine officer and his duties broadened to cover a number of closely related fields.

Another resolution passed by the nurserymen was to include a reliability clause in the state nursery inspection regulations. Other subjects discussed were landscaping and planting to be done on the new highways and the relationship between the state department of agriculture and the nurserymen's association.

PLANT DISEASE REVIEW

[Continued from page 14]

Pratylenchus penetrans from infested cherry seedlings with a 30-minute dip of 1 per cent Diazinon (0,0-diethyl-0-(2 isopropyl-4 methyl-6-pyrimidinyl) phosphorothioate).

Pratylenchus was eliminated from infested rose, orchid and cherry with a 1 per cent dip of Thinct (0,0-diethyl-S-(ethylthiomethyl) phosphoro-dethioate). Other chemicals, though effective in eliminating nematodes, were toxic to rose plants. As with all chemicals designed for toxicity to parasites within plants, rather than near or on plants, such chemicals must be intricately balanced to avoid injury to hosts they

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are designed to protect. More research in this direction will undoubtedly provide more chemicals for this type of effective control.

Fruit Tree Diseases

Decline and death of pear trees in western Oregon may be caused by one or more species of the well-known root-rotting fungus, phytophthora. In a report by C. Cameron, of Oregon State College, at least one form of the disease was attributed to the fungus. In inoculation studies he showed correlation of the fungus in soils near diseased plants, and caused typical symptoms of the disease in healthy plants. Indirect evidence indicated that another form of the disease, quick collapse, also may result from the same fungus. With at least one causal factor established, further research may now proceed to determine whether other causal factors are involved.

A variety of unaffected plants may serve as congenial hosts to bacteria causing canker and blast of stone fruit trees. H. English and J. Davis, of the University of California, have found such bacteria not only on surfaces of healthy leaves and fruits of peach and almond, the species which are affected by the disease, but have found them also on healthy orchard weeds also, as well as on apparently healthy woody plants of various species (apricot, olive, Chinese wingnut, rose, firethorn, dwarf juniper, Penstemon antirrhinoides, Viburnum tinus and Albizzia julibrissin). The evidence suggests, but does not prove, that such bacteria are able to subsist as nonpathogens living on but not within a wide variety of plants.

If some bacteria are able to persist on plant surfaces as epiphytes, there is a good probability that others do. This raises the real probability that plant diseases caused by certain bacteria may be spread with movement of plant materials far more easily than heretofore suspected. A fundamental question is involved here: Are such bacteria in a dormant, resting stage, or are they growing and increasing on plant surfaces? If they are actually thriving under such circumstances, this would have far-reaching significance.

Environment-Caused Disease

That soil temperature may be a significant factor in disease occurrence was demonstrated by P. Tsae and S. VanGundy, of the University of California. Root rot of sweet orange seedlings caused by the fungus *Thielaviopsis basicola* was most severe at soil temperatures below the optimum for both the fungus and seedlings. Since such temperatures

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prevail in most citrus soils in California between November and April, the influence of this fungus will be most significant during this period. It is significant that when soil temperature is optimum for growth of sweet orange, the fungus is unable to cause so great damage, even though the same temperature may be optimum for the fungus also.

Here is a clear illustration of increased susceptibility to infection with lowering of soil temperature. Such an example may be viewed as a warning against indiscriminate extension of host ranges of plants into more northern areas where colder soil temperatures prevail, even though such plants may be sufficiently hardy to increased cold above-ground.

Internal chemicals exuded through leaf hairs may cause yellowing and blighting of entire leaves of plants, according to S. Ivanoff, of Mississippi State University, State College. Although studies were made with cantaloupes, the phenomenon of droplet exudation from leaves (guttation) is common among many plants, including trees. In this study, exudations left a residue of white crystalline lumps following evaporation and were indiscriminately localized or covered major areas of leaf surface.

The droplets did not always cause injury, depending on conditions favorable for reabsorption, but when injury did occur, the injurious action either was internal or on the leaf surface. Various salts (NaCl , KCl , K_3PO_4 , Na_2PO_4 , Na_2HPO_4) produced different types of leaf lesions when exuded in solution through leaves. Guttation results when water is absorbed more quickly than it is lost to the atmosphere. Guttation droplets with an excess of soluble chemical compounds may be indicative of an excess of such compounds in soil water. Accordingly, injury of this type can be avoided in most cases with proper use of fertilizers.

Liming of soil may provide resistance to disease, according to R. Stall, of the Florida agricultural experiment station, Gainesville. In a study of botrytis of tomatoes, heavy liming (9,000 pounds per hydrated lime/A) of soil with pH of 4.3 to bring it to pH 7.0 decreased gray mold of tomato fruits by 10 times, compared with light liming (600 pounds/A) to create a pH of 5.0. Amount of foliage disease was positively correlated with amount of fruit blight. No difference in disease development occurred on application of microelements of copper, zinc, iron and manganese.

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These data provide an excellent example that liming can reduce susceptibility to certain diseases. But as a coin has two sides, it must be recognized that liming can also increase susceptibility to some diseases, and for this reason this type of disease control must be approached with caution.

Several papers presented at the meeting on diseases of shade and forest trees will be summarized in a later issue of the American Nurseryman.

HOUSTON OFFICERS

At a recent election, the Houston Landscape Nurserymen's Association chose George Beck, Beck's Nursery, Liberty, Tex., as president for the coming year. Other officers are Tom Condon, Condon Gardens, vice-president; Paul Robinson, Paul's Green Thumb Nursery, secretary, and Ross Hart, Sears' Garden Center, treasurer.

HOLLY SOCIETY MEETS

[Continued from page 7]

England, where he saw plants growing in British gardens. Upon his return to America he resolved to discover what hollies he could find to approximate those he had seen abroad.

Planting Started in 1920

The first planting he made in his woods at Falmouth in 1920 consisted of six plants of a fine holly originated at the New York Botanical Garden, one of which is now 34 feet tall. He found that through deep trenching, good hollies could be grown in the poor soil of the cape and gradually added to his collection many more hollies native to the region.

Soon, Mr. Wheeler continued, he began an arboretum of all the hollies that would grow in his area, testing the various types under somewhat uniform conditions for comparison purposes. He hopes the arboretum will be useful to the public in demonstrating which hollies will grow on the cape, as well as in serving as a game preserve and bird sanctuary.

Hollies, Mr. Wheeler said, are too heavily foliated to be massed by themselves. He recommended mixed plantings with white birches, dogwoods, franklinias or magnolias for best effect. He displayed a number of large fruiting branches of some of his named varieties and gave descriptions of their origin, habits and uses. He considered Emily, with berries fully one-half inch in diameter, an excellent holly.

At the conclusion of his talk, Mr. Wheeler was given a standing ovation



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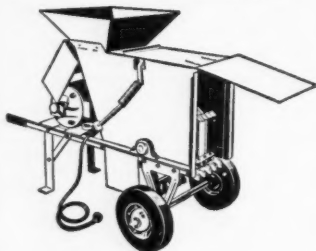
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Hollies in the Landscape

The morning program ended with a talk on the uses of hollies in landscaping, by Mrs. Byam K. Stevens, Holly Hedge Nursery, Centerville, Md. Landscaping, she said, is not an exact science, for no two people fully agree on what is, or is not, an attractive arrangement of plants. It is up to the homeowner himself to plan, or to approve, the setting according to his tastes and needs.

She stressed the need of studying carefully the growth habits of the plants to be used in the design and the importance of planting according to a definite plan, preferably one devised by a landscape architect.

Mrs. Stevens places the hollies at the top of her landscape list, because of their versatility. They can stand alone as specimens, be planted as bold groups or mixed with other evergreens—all with equal success. There are hollies for every garden requirement, but few persons realize how many different varieties, shapes and sizes are available.

To point up the wide range of growth habits in the genus, she cited two American hollies, Maryland Dwarf and Natalie. The former is a ground cover, rarely more than 18 inches tall, with a spread of several feet, while Natalie is a stately tree, ideal for specimen use.

She urged holly nurserymen to become familiar with the ultimate size and form of each species and cultivar that they grow in order to assist their clients in obtaining the proper plant for its intended location. The American, English and Chinese hollies make excellent hedges and may also be used in boundary or windbreak plantings or for screening about a garden.

She related that the Holly Hedge nursery maintains demonstration hedge plantings of different varieties, so that customers can see the varying growth habits, note the spacing required and visualize how the planting would appear on their own property.

In discussing the uses of hollies for foundation planting, Mrs. Stevens warned against overplanting. The correctly spaced foundation planting may look sparse at the beginning, but there must be some compromise to allow for full growth and the final effect desired.

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circle it with a hose or white streak of lime or fertilizer to denote the final line of growth. In this way one can see how close the hollies will be as they approach maturity.

To take care of the open spaces in the foundation plantings, Mrs. Stevens said, her nursery sinks hollies in baskets as fillers and leaves them there until they grow too large or are encroached upon by the permanent plants. It is a simple matter, then, to take them out and move them elsewhere. Mrs. Stevens illustrated her points with a series of colored slides showing the uses of the various hollies for the purposes she outlined.

Holly-Growing Panel

After lunch, Vice-president Richard Wyman, Sr., moderated a panel on growing holly in the Cape Cod area. Participants were John Cowles, superintendent, the Dexter Estate, Sandwich, Mass., and George Graves, horticulturist and nurseryman, Vineyard Haven, Mass.

Mr. Graves called attention to the fact that differences in the soil and climate help account for the differences in appearance of the hollies in the area. He is more particularly interested in the English hollies rather than the American, because of the glossier leaves of the former.

He asserted that four fifths of the American holly cultivars should be discarded. He cautioned, however, that it will take from 30 to 40 years for an adequate evaluation of any named variety. Any deemed worthy of further propagation should be so distinguishable that it can be recognized readily from some distance away.

He lives, he said, next to an area of four to five acres of *Ilex glabra*, and there exist all types of variations among these hollies. One cannot, however, merely pick one out and determine that it would be satisfactory for some specialized landscape use; he must grow it elsewhere for a number of years to see if the distinguishing character persists.

He considers the English holly Firecracker not hardy and the so-called Whitney hollies badly confused with respect to nomenclature. He also stated that *Ilex pedunculosa* and *yunnanensis* are of little value for landscape use but do have some merit for breeding purposes.

Mr. Cowles, who superintends the estate of the famous Dexter rhododendrons, recounted his experiences with hollies in the New England area. He knows of places along the seashore, he said, where American hollies are being continually covered

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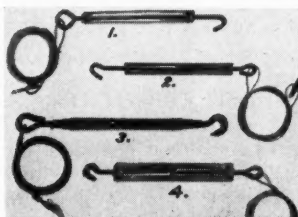
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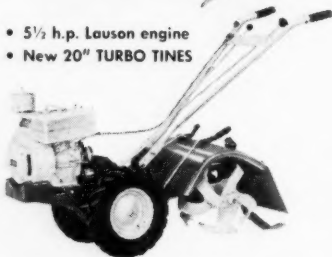
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with sand and continue to reroot
as they grow upward.

These become most picturesque
and wide spreading in habit. They
seem to take the salt spray with
little damage. Hollies along the ocean
have their tops "pruned" by the
wind and grow only about an inch
a year. Cuttings from such trees,
however, grow at a normal rate when
planted in more ideal situations.

Regarding hurricane damage to
hollies, Mr. Graves cited flooding by
sea water as probably the most de-
structive storm factor, though salt
spray and wind also cause injury.
Mr. Cowles stated that even if the
leaves are blown from the trees the
permanent damage is not too great.

Mr. Wyman remarked that hurri-
cane Donna, with winds up to 100
miles per hour, apparently drove salt
spray into the leaves, causing some
damage. He believes, however, that
the American hollies are fairly re-
sistant to salt injury and that hollies
may actually need some salt. Chlo-
rine, he said, is an element that helps
to harden a plant off. He has tried
some limited experiments using salt
in very small quantities as a fertilizer
and so far has had good results. He
suggested trying this on a limited
scale.

Joseph K. Lilly III, Holly Acres,
whose plantings were subjected to
hurricane Donna, considers the in-
jury to his plants as slight, since the
buds and wood are still green and
healthy. The English types seemed
to survive the storm better than the
American, with the possible excep-
tions of a few varieties. He recom-
mended washing off any hollies sub-
jected to excessive salt spray immedi-
ately after a storm, especially if not
much rainfall accompanies the hurri-
cane.

Louis H. Carter, East Orleans,
Mass., stated that the greatest dam-
age to his hollies occurred on leggy
plants. Plants pruned tight and close
showed little injury.

The panel was followed by a high-
ly interesting demonstration on the
use of holly in flower arrangements,
by Lewis H. Lawrence, H. V. Law-
rence, Inc., nurserymen and florists,
Falmouth.

Question Box

The 29th meeting ended with the
"Holly Question Box," moderated by
Daniel G. Fenton, trustee, New Jer-
sey Silica Sand Co., Millville, N. J.
This feature of the society's meetings
has become a popular part of the pro-
gram. A brief summarization of the
questions and answers follows:

Q. How can one keep birds from
eating berries in holly orchards?

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A. A combination of a carbide gun and fire-cracker ropes is working satisfactorily at the orchards of the New Jersey Silica Sand Co. One disadvantage of a carbide gun is that the water freezes during cold weather; fire-cracker ropes should be used at this time. Birds are exceptionally fond of the berries of the American holly East Palatka.

Q. Why do not the green berries on Ilex vomitoria turn red?

A. Probably because of the holly berry midge, the same insect causing similar trouble with the berries of American holly.

Q. What causes purple blotches or black spots on hollies in the fall and winter?

A. About eight years ago the Brooklyn Botanic Garden ran many tests but was unable to associate this condition with any disease. It appears more often on some varieties and is more prevalent in some years than others. It seems to appear after a few sharp frosts in early fall but then disappears after a few days of Indian summer weather. It may be associated with some minor element deficiency.

Yellow-Berried Varieties

Q. What is the best yellow-berried American holly?

A. That depends on the section of the country. Morgan Gold and Boyce Thompson xanthocarpa are both excellent; Goldie is too orange for a true yellow-berried holly.

Q. Does the trade prefer a single or multiple-stemmed holly?

A. This also depends on the situation; some nurserymen prefer single, some prefer multiple. The foliage of single-stemmed plants seems to be less thick than that of the multiple-stemmed hollies. For orchard purposes there seems to be no difference.

Q. How large a holly can be moved?

A. The only limit seems to be a financial one. A 35-foot holly was successfully moved near Baltimore, Md., at a reputed cost of about \$3,000. The original Old Heavyberry was successfully moved recently in New Jersey when it was 125 years old.

Q. How should young holly cuttings be planted?

A. Use proper-size containers with a mixture of one-third each of sand, peat and perlite or the same proportions of sand, soil and peat. But get some substance first in the root systems.

Q. What can I do to make my hollies bear more heavily?

A. They are probably growing too

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6 to 9 ins., S.....	10.00	85.00
9 to 12 ins., S.....	15.00	125.00
Washington Hawthorn		
6 to 9 ins., S.....	7.50	65.00
2-yr., 9 to 12 ins., root-pruned	15.00	125.00
2-yr., 12 to 18 ins., root-pruned	22.50	200.00
Mahonia aquifolium		
1-yr., S.....	6.50	50.00
Myrica pennsylvanica		
2-yr., S.....	10.00	85.00
European Mountain Ash		
1-yr., 6 to 12 ins., S.....	7.50	65.00
1-yr., 12 to 18 ins., S.....	10.00	85.00
Syringa amurensis japonica		
2-yr., 6 to 12 ins., S.....	10.00	85.00
2-yr., 12 to 18 ins., S.....	15.00	....
Syringa vulgaris		
2-yr., 6 to 12 ins.....	7.50	65.00
2-yr., 12 to 18 ins.....	10.00	85.00
2-yr., 18 to 24 ins.....	15.00	....
Viburnum carlesi		
1-yr., 4 to 6 ins.....	12.50	100.00
Viburnum dentatum		
1-yr., 6 to 12 ins., S.....	7.50	65.00
Viburnum dilatatum		
1-yr., 6 to 12 ins., S.....	10.00	85.00
Viburnum lantana		
2-yr., 6 to 12 ins., S.....	10.00	85.00
2-yr., 12 to 18 ins., S.....	15.00	125.00
Viburnum lentago		
1-yr., 6 to 12 ins.....	10.00	85.00
Viburnum opulus		
1-yr., 6 to 12 ins.....	10.00	85.00
Viburnum sieboldi		
1-yr., 6 to 12 ins.....	10.00	85.00
2-yr., 12 to 18 ins.....	17.50	150.00
Viburnum tomentosum		
1-yr., 6 to 12 ins.....	10.00	85.00
2-yr., 12 to 18 ins.....	17.50	150.00
Boston Ivy		
1-yr., S.....	6.50	50.00

Per 100 Per 1000

Taxus capitata

3-yr., S., selected... \$10.00 \$85.00

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Newport, Mich.

well. This tends to induce vegetative growth rather than berrying. Shock them by root pruning.

Q. Does the removal of berries from a holly cutting help to speed up and improve rooting?

A. Not necessarily and probably not.

A list of 11 newly named hollies registered and approved by the holly society was distributed at the meeting.

The society was honored by the presence of Dr. Shiu-ying Hu, Arnold Arboretum, Jamaica Plain, Mass., who is noted for her taxonomic studies on the hollies of the world. Dr. Hu graciously donated reprint copies of her latest work on Chinese hollies to be sold for the benefit of the holly research fund.

PURCHASES INDIANA FIRM

The Boltman Co., Inc., Rochelle, Ill., supplier of Gold Crown brand strawberry plants, garden roots and packaged small fruit plants, announced recently its purchase of the Circle City Sales Co., Indianapolis, Ind. The Illinois firm will take over and distribute Circle City's line of garden supplies, including Oak Grove leaf mold, Tri-Ply tree wrap, Emerald Carpet planter moss and garden stakes and labels.

HOLLY STORY CORRECTION

In the identification of the flowers of *Ilex verticillata* pictured on page 12 of the November 1 issue of the American Nurseryman, a typographical error was made in distinguishing the right-hand flower of the pair as the female bloom. Actually, the right-hand bloom is the male type and the left-hand flower is the female form.

An additional typographical error was made in the cover illustration notes of the November 1 issue which stated that the specimen of *Ilex pedunculosa* was 6 years old rather than the correct age of 26 years.

CO-OWNERS Mr. and Mrs. E. H. Moore have opened the Lakeview Nurseries & Garden Center, Bartlesville, Okla., with Robert Brown as manager. Nursery growing grounds are located near Afton, Okla., and at Pleasanton, Kan.

HONORED with the Iowa State Horticultural Society's certificate of merit award at the group's recent annual meeting was Dwight W. Hughes, Cedar Rapids Nursery, Cedar Rapids, Ia., president of the Iowa Nurserymen's Association.

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CONVENTION SCHEDULE

Our men will be attending the following nurserymen's winter meetings and will be pleased to work out with you any problems relative to your spring needs.

December 1 and 2	Nebraska Association of Nurserymen Cornhusker hotel, Lincoln, Neb.	Bill Smart
December 1 and 2	Wisconsin Nurserymen's Association Hotel Schroeder, Milwaukee, Wis.	Bob True John McLaren
December 5 and 6	Minnesota State Nurserymen's Association Lowry hotel, St. Paul, Minn.	Don Cooper John McLaren
January 2 to 4	Western Association of Nurserymen Hotel Bellerive, Kansas City, Mo.	Bill Smart
January 3 to 5	Indiana Association of Nurserymen Purdue University, Lafayette, Ind.	Bob True
January 12 to 14	Iowa Nurserymen's Association Sheraton-Montrose hotel, Cedar Rapids, Ia.	D. S. Lake John McLaren Don Cooper
January 16 to 18	Illinois Nurserymen's Association Hotel La Salle, Chicago, Ill.	D. S. Lake Bob True John McLaren Bill Smart C. P. Van Tol
January 24 to 26	Michigan Association of Nurserymen Hotel Pantlind, Grand Rapids, Mich.	Bob True

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